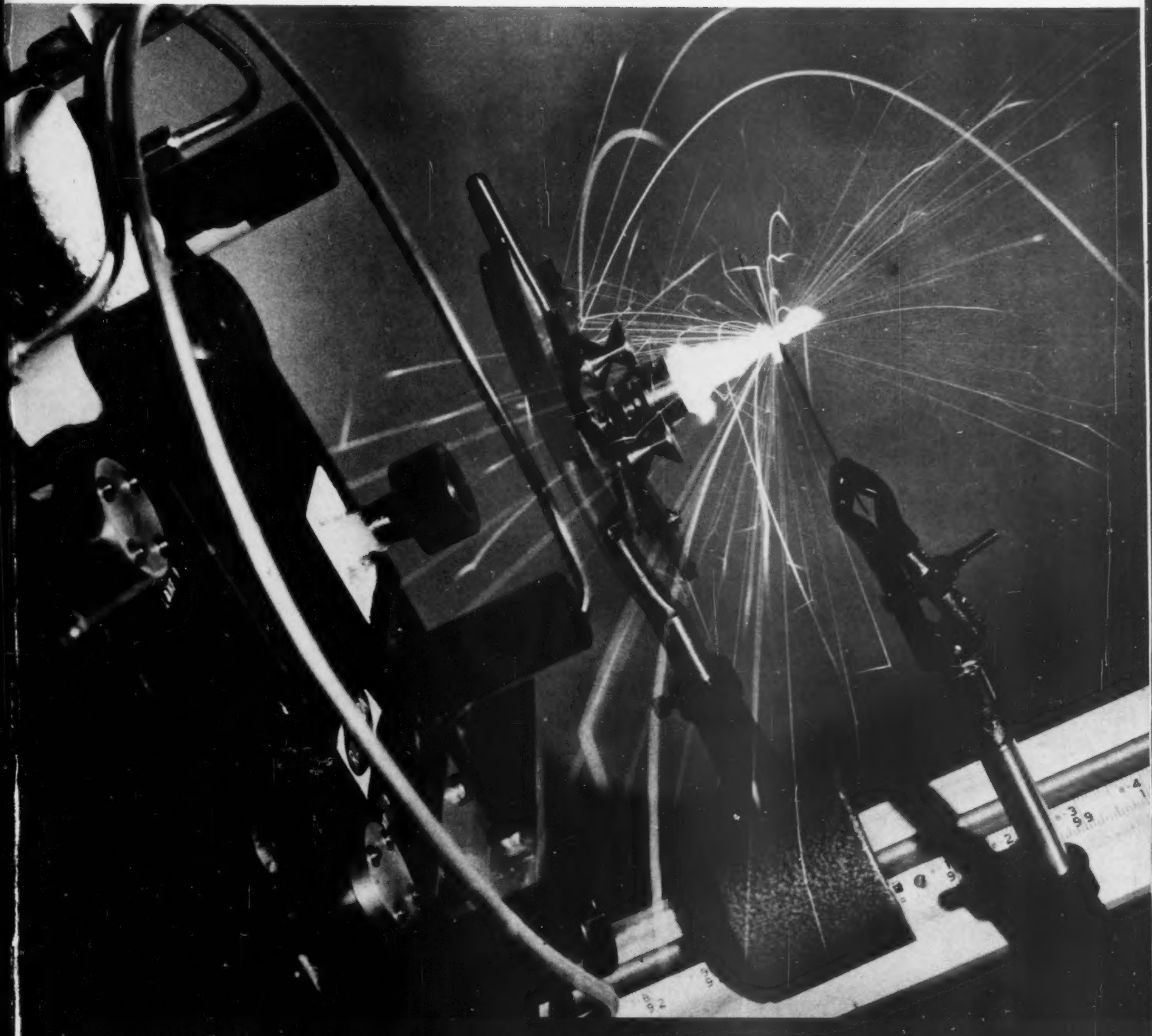
OCTOBER 29, 1973

Commerce Today



Industry's '74 Outlook Is Bright

Page 4

FROM THE
SECRETARY

Putting Service Where The Action Is

This column was written by Under Secretary of Commerce John K. Tabor.

The ultimate effect of government—federal, state and local—is on the lives of the people, in the towns, cities and rural areas where they live.

It follows that the closer government is to the people, the better it can serve their specialized needs. This conviction lies behind President Nixon's program of strengthening state and local government through revenue sharing.

And this is the principle which lies behind the decision to decentralize the Commerce Department's Office of Minority Business Enterprise (OMBE), which is helping to assure equal opportunity for minority entrepreneurs to own and manage their own businesses.

We're slimming down the Washington headquarters and putting most of the OMBE staff in the field, where the action is. About 75 percent of the personnel will be located in regional and field offices in order to give close, day-to-day assistance and supervision to performance of contracts and grants. In the early days of OMBE the action was in Washington. The program had to be established, budgets had to be prepared and the essentials of a national administrative network had to be put in place.

But once the program was under way, and it was more and more having its effects "on the lives of people, in the towns, cities and rural areas where they live," it was clear that the long lines of communication, the middlemen and the administrative roadblocks that stood between headquarters and the local effort should be replaced by easily available assistance and supervision, on the spot.

We therefore have created regional offices in New York, Atlanta, Chicago, Dallas, San Francisco, and Washington, D.C. Ten or more additional cities will have field offices with contract supervisory responsibility.

The benefits of the reorganization will include:

- ► tailoring the program to meet unique and specialized regional and local conditions;
- ► improved services to the minority entrepreneur through increased contacts with the OMBE staff and the contractor;
- ► improved coordination of programs through frequent on-site visits; and
- ► greater resource development in each region through the Federal Regional Councils and the mobilization of private sector financing and management assistance.

Today, the nation's minorities comprise about 17 percent of the population, but they own only 4 percent of the nation's businesses. And these 4 percent account for only six-tenths of one percent of total business receipts.

OMBE's aim is to correct this imbalance. And providing more OMBE services right where the action is will enable us far better to accomplish OMBE's aim.

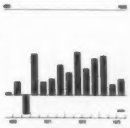
John K. Tabor

Commerce Today

Vol. IV, No. 2, October 29, 1973

2 Economic Highlights

The rate of economic growth, as measured by Gross National Product, moved close to the desired pace in the third quarter, but price problems persist.



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World Market Report

COVER: *Use of such modern industrial techniques as the high-energy laser beam to speed up machining, drilling, grinding, welding and other assorted jobs is helping to enable U.S. industry to forecast impressive growth figures for 1974 as detailed in the just-issued "U.S. Industrial Outlook for 1974." The story begins on Page 4.*

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GNP Growth: Current Rate Close To Target

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

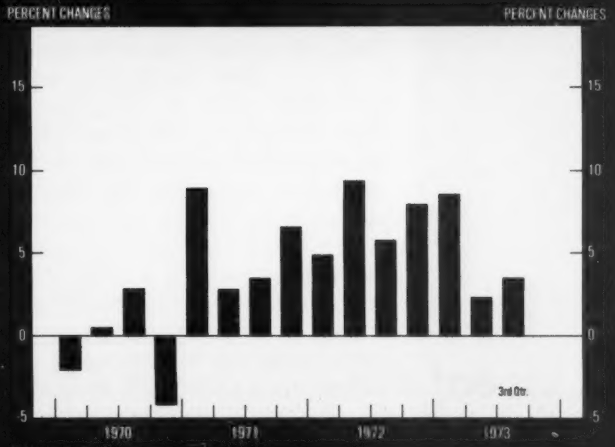
The nation's output of goods and services expanded at a seasonally adjusted annual rate of 3.6 percent in the third quarter, according to preliminary estimates. This pace is close to the long-term rate of 4 percent real growth needed to provide employment opportunities and investment incentives.

Third quarter GNP is estimated to be $1,304 billion (on a seasonally adjusted, annual rate basis), an increase of $32 billion, or 10.4 percent, over the previous quarter. However, the implicit GNP price deflator rose at a seasonally adjusted annual rate of 6.7 percent, less than the increase of 7.3 percent reported for the previous quarter. After adjusting for price changes the "real"—or constant 1958 dollar—GNP increased at a rate of 3.6 percent.

The third quarter figures are unusually important in interpreting the direction of economic activity and as a basis for many policy-oriented decisions. Real growth rates had ranged from about 5 to 9½ percent from late 1971 through the first quarter of 1973. This rapid expansion, particularly over the extended time period, did reduce unemployment and stimulated capital investment, but some overheating occurred which contributed to general inflationary pressures. Serious capacity and labor problems developed in some industries. For some time, fiscal and monetary policies have been directed at gradually reducing the rate of growth to provide for a more sustainable pattern. The sharp turnaround—from a growth rate of 8.7 percent in the first quarter of 1973 to 2.4 percent in the second, raised questions about the immediate outlook and the possibility of a further slide into stagnation, or even a recession. The most recent figures suggest that the pace of the economy is moderating and that the transition is proceeding.

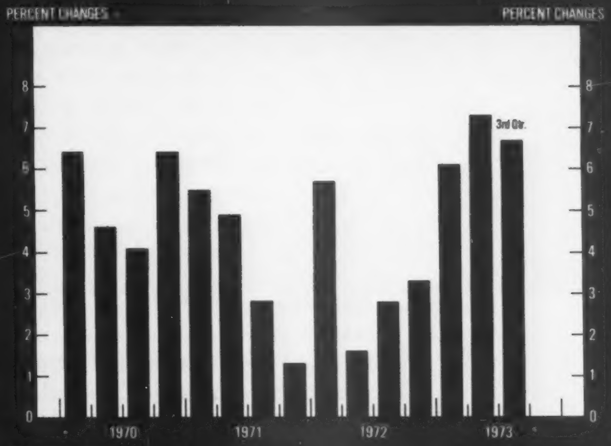
The high rate of price increases was no surprise but it remains a worrisome problem that will likely persist for some time. Recent inflation pressures have included: 1) the limited supplies of agricultural products at a time of intense world-wide demand; 2) classic demand-pull price increases; and 3) uncertainties about the scope and timing of wage and price controls. Although part of the pressure from the general overheating may be abating, there are several serious problems on the inflation horizon: (1) possible wage demands triggered by the current and anticipated inflation; (2) the rising cost of imports following the realignment of dollar exchange rate values; (3) environmental, safety and health requirements; and (4) the general uncertainties associated with the nation's supply of energy. The solutions to most of these inflationary problems involve specific efforts to increase supplies and capacity but fiscal and monetary policies are also involved, and many difficult decisions about the future course of wage and price controls must be made relatively soon.

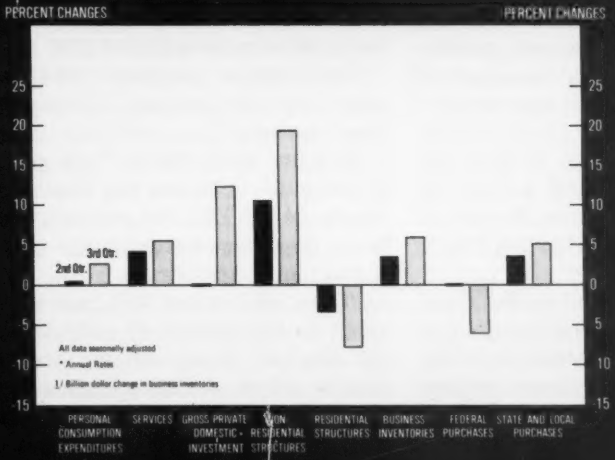
It is important to note that the total figures conceal major differences in various sectors of the economy. Strong gains continue to be recorded in business fixed investment, net exports of goods and services, and state and local government purchases. Small declines were recorded in consumer spending on durable goods, residential construction, and federal purchases of goods and services. It is probable that such cross-currents will continue for several months as specific sectors of the economy experience widely varying demand/supply situations.



QUARTERLY PERCENT CHANGES IN REAL GNP*

PRICE DEFLATOR FOR GNP*





All data seasonally adjusted

* Annual Rates

1/ Billion dollar change in business inventories

SELECTED COMPONENTS OF REAL GNP*

Commerce Today
Vol. IV, No. 2
October 29, 1973

'74 Industrial Outlook: Economic Growth Amid Caution, Uncertainty

100 Manufacturing Industries Expect 5 Percent Expansion; Some Hampered By Shortages

More than 100 of the nation's manufacturing industries — led by non-electric accounting and calculating machines with a 35 percent increase —are expected to show growth of 5 percent or more in 1974.

Major non-manufacturing activities such as construction will make a projected $143 billion contribution to the nation's production next year. Wholesale trade is expected to climb to $386 billion. Retail sales are expected to reach $529 billion.

These predictions are made in the *U.S. Industrial Outlook 1974,* annual publication of the Commerce Department's Bureau of Competitive Assessment and Business Policy, just released.

The volume, a traditionally popular document among business executives involved in production, inventory and market planning, was prepared and released three months earlier than usual to better suit the planning patterns for most business firms.

The 400-page book, which contains projections into 1980, covers some 200 industries. Its industry-by-industry assessments are kaleidoscopic—ranging from primary metals to soaps and cosmetics, from advertising to funeral homes and crematories. Its appendices designate industries according to projected sales increases. The *Outlook* contains a profile of the 1973 size and composition of each industry and a trends and projections table showing trends to 1980.

The *Outlook* projects 1974 as a bright year, but also a year of uncertainty and cautiousness.

Tracing shifts from "cost push" to "demand pull" inflation, the *Outlook* called the challenge for 1974 "to restrain an exuberant boom, to reduce the economic metabolism to a more sustainable rate.

"Costs and prices will have to be kept in check as the growth of output is adjusted," the *Outlook* states, adding that Phase IV actions reflect a determination to achieve a better balanced, competitive economy that is responsive to domestic needs and opportunities in markets abroad.

Projections in the *Outlook* are based on a number of underlying assumptions, among which is a rise in the real Gross National Product between 1973 and 1980 to $2.1 trillion (in current dollars) by 1980.

Another assumption is that there will be a continuing energetic showing for capital investment to meet requirements of modernization of plant and equipment, expansion of productive capacity, control of pollution, increased competitiveness in international markets, and housing a growing population.

"We believe the *Outlook* is of unique value to merchants and manufacturers in that it gives them a perspective of the whole economy," says Gary M. Cook, acting director of the bureau which produces it. "It can be used to look upstream at suppliers and downstream at customers, and gauge their responses to the changes each industry may experience in the coming year."

Projections in key industry areas include:

- **Construction**—This sector as a whole continues to grow at a fast pace. New construction in 1973 is estimated at $136.4 billion, with maintenance and repairs bringing the industry's total volume to approximately $160 billion. That's about one-eighth of the total GNP.

New construction in 1974 is expected to reach $143 billion. While the uptrend will be half as great as the $13 billion rise in 1973, it will be more in line with the expected rise in overall economic activity. The dollar increases this year and next will represent perhaps 3 percent increases in physical volume. The 1980 figure—in that year's dollars—is projected at $215 to $225 billion.

- **Printing and Publishing**—Receipts of all segments of this communications and information industry are expected to move from $34 billion in 1973 to $37 billion in 1974, and reach the $49 to $52 billion range by 1980.

These industries, operating at record levels of demand, face circumstances that could alter their future performance drastically. First among the problems is the growing shortage of selected types of printing paper. Compounding this is the fact that analysts of the printing industries do not envision any slackening in demand for printed products while analysts of the paper industry forecast that capacity to produce paper will grow by only 2 to 3 percent a year over the next three years. The paper industry and the graphics industries are attempting to find ways to overcome or soften the impact of a continued shortage of the graphic industries' basic raw material. Any analysis of the outlook for these industries must be tempered by the knowledge that shortages could alter performance before the close of 1974.

STEELMAKING—*Molten steel gushes from an electric furnace during a tap at Bethlehem Steel Corporation's Steelton, Pa., plant. This modern 150-ton-capacity high-power electric furnace is capable of producing a heat of steel in just three hours. Since temperature and atmosphere can be closely controlled in an electric furnace, it is ideal for the production of steel to exacting specifications.*

However, printing and publishing continue to mirror the nation's economic and demographic trends. Demand for printed products is stimulated by a combination of population growth, rising school enrollments, higher income levels and expanded business activity. The graphic industries will always be characterized by steady growth, stable employment, high wages and a large number of small establishments.

- **Containers and Packaging**—Dollar volume should exceed $27 billion in 1974, a rise of 6 percent over 1973.

While growth rates for individual products will vary, the overall industry is expected to expand at an average annual rate of about

WRAPPING IT UP—*Workers at the Procter and Gamble plant near Pineville, La., package detergents for shipment. Soaps and detergents are among the 200 industries covered in the* 1974 Industrial Outlook.

6 percent to an estimated $38 billion by 1980.

Steel, glass, plastics, aluminum, wood, textiles, and paper are some of the materials used in the manufacture of various types of containers.

The major markets for the $5 billion metal can industry are canned fruits, vegetables, and other food items, and beer and soft drinks. The ubiquitous fibre box, which is used in shipping cans or bottles of foods and beverages as well as for packaging textiles, chemical products, and machinery, ranks next with $4.7 billion in sales. Glass containers, which are in strong competition with metal cans, are third with $2.19 billion in sales.

The containers and packaging industries may have problems in expanding capacity to meet rising demand. Fibre boxes depend on the basic paper industry for board, and paperboard mills have been operating at near capacity. Continued shortages of container-board could result in a shift to alternate containers or a change in the traditional method of product distribution.

- **Telephone and Telegraph Services**—Domestic and international telephone and telegraph revenues are expected to exceed $34.5 billion in 1974, up 14 percent from 1973. In 1980, revenues for these services are projected to reach $64 to $66 billion, reflecting an annual growth rate of about 11 percent. Telephone revenues are expected to make the largest dollar contribution to the 1980 figure, reaching $58.8 to $60.6 billion in that year.

Revenues for domestic telephone service should exceed $31.8 billion in 1974. Domestic telegraph and data transmission revenues should approximate $1.64 billion. Data transmission, which has been growing at better than 20 percent in recent years, is expected to account for more than $900 million of the 1974 projected revenues.

Domestic carriers will continue to stress the employment of equipment reflecting technological innovations in the field of their construction programs, such as the conversion of electro-mechanical telephone exchanges to electronic switching, the introduction of computerized circuit-switching equipment which provides the subscribers with faster and more direct connections, and the projected utilization of satellites for domestic service. Two satellite systems will be available in 1974 to provide voice, video, data, facsimile, teletypewriter and telemetry services. In international communications, carriers should realize revenues of some $1.1 billion in 1974.

- **Chemicals and Allied Products**—For the second successive year, the value of shipments of chemicals and allied products will show a growth greater than 10 percent. The value of shipments for 1973 will total approximately $63 billion.

Reflective of the era of change and excitement in the industrial world are the **1974 Outlook's** ***"special reports"—on energy supply, pollution abatement and consumer credit. The "special reports" discuss each of these issues.***

"All business," says Tilton H. Dobbin, Assistant Secretary of Commerce for Domestic and International Business Administration, "will be vitally affected by what happens in these areas — the search for clean and efficient power, restoration of the environment, and equity in credit extension. **Outlook** ***provides the needed information in compact form."***

With price controls, energy policy review and the specter of export controls, a mass of "ifs" should precede any projections for the chemicals industry. Generally, however, the growth rate for 1974 is expected to be above average—some 8 percent—in value of shipments, with quantities shipped at a somewhat lower rate, reflecting capacity limitations and price increase pressures. Chemical product shortages will still be with us—easing somewhat in the latter part of 1974, because of new capacity and a leveling off of demand.

In 1973, the industry probably would have reached an all-time high growth rate if all chemicals in demand had been supplied. Supply shortages hampered growth of many basic industrial chemicals, and thereby the downstream chemical products derived from them. Benzene, toluene, phenol, ethylene oxide, ethylene glycol, caustic soda, soda ash, urea, chlorine, phosphatic fertilizers, vinyl chloride monomer, styrene monomer, polyvinyl chloride, polystyrene and titanium dioxide were in short supply. Some shortages were regional, others nationwide and some worldwide.

Principal reasons for the shortages were the energy supply problems, raw material shortages and lack of capacity.

- **Health and Medical Services**—In 1974, health services spending is expected to total more than $102 billion, some 8 percent more than a year earlier. The nation's high health bill reflects steadily growing consumer demand for more and improved medical care, higher costs per unit of service, and the constantly rising level and scope of services resulting from new and frequently expensive treatment procedures.

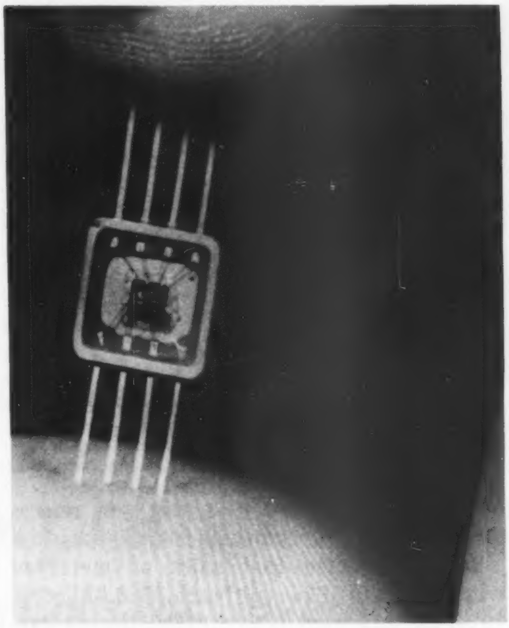
More of the medical dollar is being spent on such manufactured goods as furniture and linens for hospitals and nursing homes, continuous flow laundry systems, closed circuit television for training health workers, computers which speed hospital recordkeeping, automated medication order systems for hospitals and large clinic pharmacies.

- **Foods and Beverages**—Shipments of the food products and beverages industries are expected to increase 7 percent to $136 billion in 1974 and rise to $160 or $170 billion by 1980. Technological advances, a growing concern with nutritional value of food products, increasing popularity of convenience foods, growing population and rising incomes will all contribute to the expansion of this most basic of all industries.

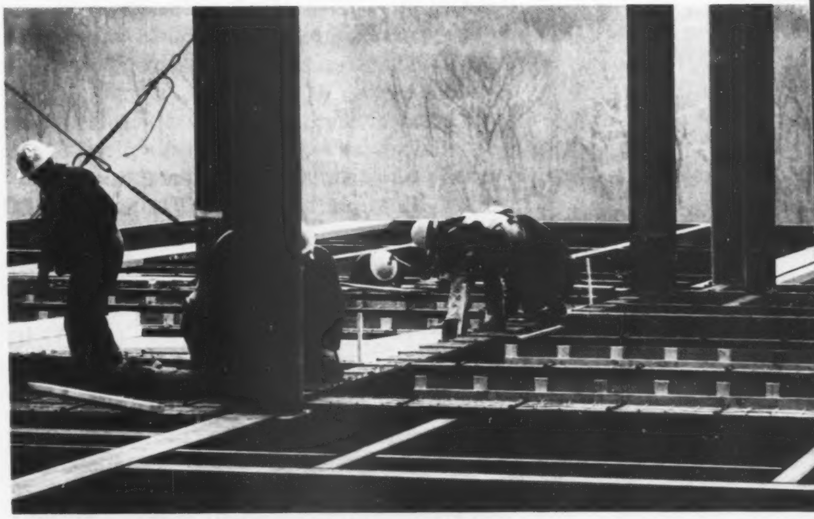
In 1974, per capita consumption of food and beverages probably will remain at the 1972-73 levels. The 7 percent increase projected for 1974 compares with a 16 percent increase from 1973 to 1974 due largely to price increases.

Total food product shipments (excluding beverages) in 1974 should reach $119 billion. Total shipments of alcoholic beverages in 1974 are projected to reach approximately $9.8 billion, while shipments of soft drinks may reach $7 billion.

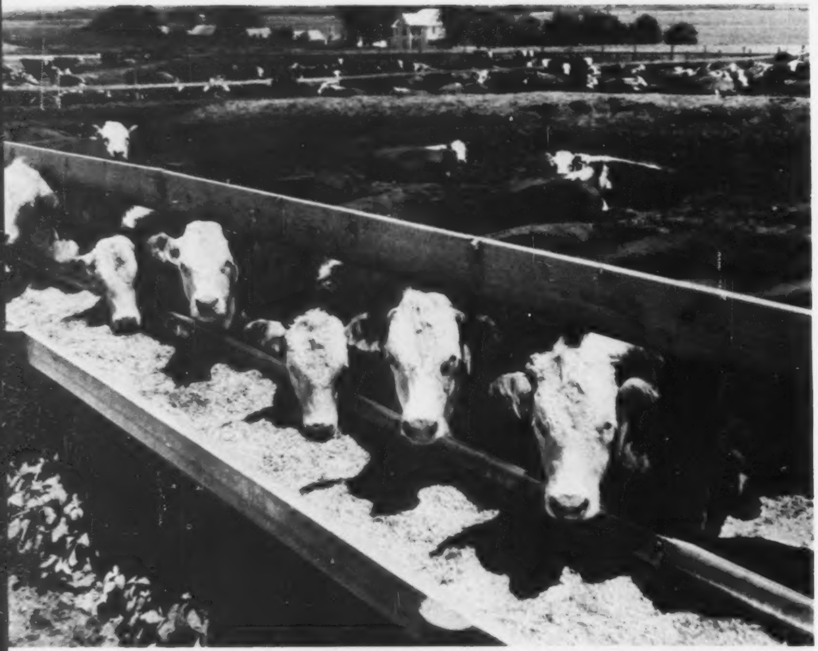
- **Wholesale trade**—Rising demand for goods together with higher prices will bring sales gains to 11 of 14 major merchandise categories. Of these groups, tobacco and alcoholic beverages are expected to rise the least—5 percent; farm products will show the



ELECTRONIC CIRCUIT—*An entire electronic circuit, equivalent to some 50 separate components, is contained in the silicon chip which appears as a dark spot in this functional electronic block.*



CONSTRUCTION—*Building, the boom that has dominated the early 70's, is covered in the new* Industrial Outlook. *These workers on a highrise structure are typical of the busy construction scene today.*



INDUSTRIAL OUTLOOK—*What happens in a number of the nation's industry sectors is dramatically affected by events in agriculture. These white-faced Herefords illustrate a part of the industrial scene that has occupied front pages in 1973.*

most gain which is expected to be 50 percent.

It is projected that sales of merchant wholesalers in 1974 will reach $386 billion in 1974, up 8 percent from 1973. Sales of durable goods wholesalers are expected to advance 9 percent and nondurable goods wholesalers, 11 percent.

- **Franchising**—This method of merchandising is expected to increase its sales volume from $156 billion in 1973 to $171 billion in 1974, and reach an impressive $257 billion by 1980.

The most significant growth in franchise distribution is expected to take place in the areas of recreation, entertainment and travel. Receipts are expected to rise to $169 million in 1973, a jump of 86 percent over 1972. Campground franchising will probably reach $67 million in 1973, an increase of 75 percent.

Future applications of technology will generate new business opportunities for franchising operations and will result in increased competition with traditional methods of marketing consumer products and services. As a system based on small business enterprise, franchising will continue to have a favorable impact on both urban and rural areas. New outlets in central city areas help renew urban business and are serving expanding urban needs. In rural areas, franchising serves a fourfold purpose by providing services where none exist, additional services where the existing level is inadequate, greater efficiency when existing businesses are not competitive, and opportunities for business ownership to those who might not be able to compete as independent retailers.

- **Automobiles**—The U.S. automobile industry is expected to reach record levels of production and sales in 1973 and experience a slight decline from those levels in 1974.

In 1973, the industry should produce some 9.8 million automobiles—about 11 percent more than in 1972. The value of shipments will be at approximately $34.5 billion. This is up 15 percent from 1972. The industry's work force also should show a 15 percent increase in 1973 with 450,000 workers, an all-time high.

In 1974, production is expected to show a 2 percent decrease to 9.6 million units. The value of shipments and the size of the work force should remain about the same as in 1973.

Higher prices resulting from currency realignments appear to be cutting into automotive imports from overseas. Prices of cars imported from Japan and Germany have increased by 10 to 15 percent. And U.S. imports overseas sank by 7 percent during the first five months of 1973, compared to the similar period in 1972.

Exports of U.S.-made cars, while still only a small portion of U.S. automobile industry output, should continue the steady increase which has been the pattern since 1971. Exports for 1973 should reach 450,000, up 10 percent from the previous year's 410,000 units. The Canadian market accounts for about 80 percent of U.S. automobile exports. Exports to overseas markets are not expected to rise as fast as exports to Canada because of the preference for smaller and more economical cars overseas.

The U.S. demand for new automobiles is expected to grow at a compound annual rate of 2.5 to 3.5 percent through 1980. Production of 11.7 to 12.5 million units is projected for 1980, valued at $41 billion to $44 billion.

U.S. Industrial Outlook 1974 is available at $3.40 per copy by writing to U.S. Industrial Outlook 1974, Manager, Public Documents Distribution Center, 5801 Tabor Ave., Philadelphia, Pa., 19120, or through any Commerce District Office.

—Bureau of Competitive Assessment and Business Policy

President To Set Up Two Advisory Groups On Export Expansion

White House Conference Calls For Government-Industry Cooperation To Increase Sales Abroad

President Nixon, who met this month with about 200 leading businessmen at the White House, announced that he is creating two new export expansion advisory groups.

► The President's Export Council, an organization of leading American businessmen, will advise him on ways to increase U.S. overseas sales.

► The President's Interagency Committee on Export Expansion, representing 13 government departments and agencies, is to initiate and coordinate government programs and policies affecting the U.S. export performance.

The new council and committee will recommend short-term action to achieve material improvement in the U.S. trade account; long-term programs to achieve equilibrium in the U.S. balance of payments; and action to remove domestic impediments to U.S. exports and improve or supplement existing export incentives.

The President announced that he would appoint Fletcher L. Byrom, Chairman of the Board and Chief Executive Officer of the Koppers Co., Pittsburgh, as Chairman of the new Council, and F. Perry Wilson, Chairman of the Board and Chief Executive Officer of the Union Carbide Corp., New York, Vice Chairman. The Export Council will succeed the National Export Expansion Council, created in 1960 to advise the Secretary of Commerce on matters of U.S. trade worldwide.

Dent to head committee

The President also announced that he would designate Secretary of Commerce Frederick B. Dent as Chairman of the Interagency Committee. The Committee will be working through the Council on International Economic Policy (CIEP), established by the International Economic Policy Act of 1972 and headed by Peter M. Flanigan.

The Commerce Department will provide

ADDRESSING CONFEREES — *President Nixon speaks to about 200 of the nation's leading businessmen invited to the White House for a conference on export expansion.*

staff assistance to both the Council and the Committee.

Government, industry participate

At the President's Conference on Export Expansion in the East Room, executive officers of some of the country's largest exporting companies met with President Nixon and Administration officials to explore policies and programs for improving the U.S. trade balance by increasing exports. Secretary Dent chaired the meeting. Other government participants were Secretary of the Treasury George P. Shultz; Deputy Secretary of State Kenneth Rush; Peter Flanigan of CIEP; and Ambassador William D. Eberle, the President's Special Representative for Trade Negotiations. Union Carbide's F. Perry Wilson spoke on behalf of U.S. business and industry.

Addressing the conference, President Nixon emphasized the responsibilities of both government and business in expanding exports, and pointed to the role of trade as an instrument of communication among peoples and nations:

"Government has got to see to it that American goods get a fair shake all over the world, and we will meet that responsibility. And we have to do everything we can to expand our exports, and that is something that you can do, because we are a free enterprise country. Government cannot do it and you have to do it.

"But we also must recognize that if American goods are to be sold abroad, American business and American labor must be competitive, and the name of that game, as everybody in this room knows, is productivity."

He said that we need those channels of communications "which the businessmen, the businesswomen of America open through the areas of trade, and we also need that kind of communication between nations in the trading area which will raise the standard of living throughout the world so that all peoples and all nations will have a stake in the peace of the world."

Calls for 20 percent gain

Declaring that "the need for expansion of exports is both real and pressing," Secretary Dent called on the conferees—and the nation's other largest manufacturers—to increase their exports in the year that began Oct. 1, by 20 percent over the comparable past year. "Our best estimates indicate the expected increase for this group of companies would be about 15 percent. We are asking that the goal for these companies as a group be increased 5 percentage points for an overall 20 percent expansion in exports. Additionally, we hope that all other U.S. companies will emphasize export expansion in their plans and operations."

Secretary Dent emphasized that today only about 8 percent of all U.S. manufacturing firms are selling abroad. "Far greater awareness of the nation's need to export is required," he said.

Pointing out that the United States has taken many initiatives to improve the export climate and that as a result, U.S. products are more competitive than ever before, he added: "Government can assist, it can encourage, it can finance, but it cannot export. In the final analysis, it is the private enterprise system which must assume the major responsibility for restoring health to our trade account."

Dent described the U.S. trade picture during the past decade:

"Our trade situation has deteriorated seriously from the '60s to the '70s. U.S. exports exceeded imports by a comfortable margin in the early '60s but our surplus narrowed in the second half of the decade. By 1971 and 1972, our foreign trade was in deficit for the first time in this century."

He said that the trade picture has shown considerable improvement during the first eight months of the year, with about half of the $17 billion export gain for the U.S. over 1972 projected from January-August totals due to price increases, which were largest for farm products and crude materials.

"While the outlook is encouraging," he said, "let me point out that the United States will require a shift to substantial and continuing trade surpluses if we are to achieve equilibrium in the U.S. basic international payments balance."

Business, industry view

Speaking for business and industry, and filling in for Fletcher Byrom who was out of the country, Perry Wilson commented: "It is high time that government and industry stopped talking at each other about exports and imports and what to do about them. We need to act together and deal with the serious business of communicating and developing solutions to our balance of trade and balance of payments problems." He sees both the Council and the Committee as instruments for giving business a stronger voice in shaping trade policy, and in improving communication between government and business in an effort to maintain the strongest possible export position for the United States.

Wilson pointed out that many competitor nations provide greater support to their exporters through such steps as subsidized financing, tax rebates, and underwriting of sales promotion programs. "This explains in part why some of them can export a major percentage of their national product compared with our 4 percent," he said.

SPEAKING FOR INDUSTRY—*F. Perry Wilson of Union Carbide presents business, industry views.*

GOVERNMENT PARTICIPATES — *Administration officials in front row, several of them conference speakers, listen as CIEP's Peter Flanigan addresses business and industry executives. From right: Commerce Under Secretary John K. Tabor, Dent, Shultz, Agriculture Secretary Earl L. Butz, Eberle. Behind Dent, Marinus van Gessel, Dep. Asst. Sec. of Commerce for Domestic and International Business.*

He explained that of the approximately 100,000 companies in our country, only about 700 have any significant export involvement, and added: "Admittedly, export is more complicated than doing business in the United States. However, the large number of companies which are not today involved in export at all indicates that further educational efforts and incentives should eventually produce a real bonanza in the way of major expansion of U.S. exports. . . .

"We know that the Administration is dedicated to the idea of providing a viable economically attractive export environment. At the same time we in industry must make even greater efforts to apply business skills and innovative techniques in international markets."

Peter Flanigan of CIEP noted that the U.S. international economic policy of the '60s was designed for a time when "we had all the chips." He pointed out, however, that the disparity in wealth among nations had shifted during the decade. The situation of the early '70s is requiring changes, and he feels we are at about "half-time" in the redesigning of policy in international economic affairs.

Trade reform a goal

Looking toward the forthcoming round of negotiations under the General Agreement

RECEIVING AWARDS — *At close of conference, presidents of three firms accepted awards for their companies' excellence in exporting. In picture at left, Secretary Dent (right) presents "E" to Dale C. Swanson, Fibrous Glass Products; center, Harold B. Pearson, Den-Tal-Ez Mfg., receives "E Star"; photo at right, James L. King, King Instruments Inc., accepts "E" from Secretary Dent.*

on Tariffs and Trade (GATT), to which the United States is a party, White House Special Trade Representative William Eberle stated U.S. objectives in those negotiations as twofold: expanding exports, and reforming the trading system (see *Commerce Today,* Oct. 15, pages 7-10). He pointed out that the Administration trade bill—the Trade Reform Act of 1973 now pending—provides authority for negotiating both tariff and nontariff barriers. He strongly urged the conferees to cooperate by providing information and views to the U.S. negotiators through the advisory committees being set up under a consultative program.

Treasury Secretary Shultz called attention to two propositions: first, that our goods are now competitive; and second, that we must keep them competitive and exploit the situation. The government can help through Eximbank, DISC export tax deferral, GATT negotiations, and monetary reform in which we seek a system that "has adjustment in it." He pointed out that although the United States has been an affluent market for a long time, other markets are now affluent and our suppliers should develop them.

Steps by State, Commerce

Deputy Secretary of State Rush reviewed some of the improvements State and Commerce have instituted in recent months in their commercial programs: sharpening the focus of promotional activities through target-industry and comprehensive country approaches; expanding in-depth knowledge of foreign market potential through increased research; speeding the flow of information from Foreign Service Posts to American businessmen (see *Commerce Today,* Oct. 1, Page 29); and strengthening personnel and skills. "It may surprise you to know," he said, "that we now have more economic and commercial officer positions overseas than we have political officer positions." Training programs have been augmented to emphasize international business practices.

"E" awards presented

Before the conference adjourned, Chairman Dent presented Presidential awards for excellence in exporting to three U.S. firms. Den-Tal-Ez, a dental equipment manufacturer in Des Moines, Iowa, received the "E Star," symbolizing sustained excellence in exporting. A recipient in 1969 of the "E," the company this year was cited for an aggressive and imaginative campaign to penetrate new foreign markets and expand its established ones.

The other presentations, both "E" Awards, went to relatively new exporters. King Instrument Corp., Hudson, Mass., a manufacturer of cassette loaders, was commended for the outstanding export record — more than a fourfold increase—developed in the short time since it began exporting in 1970. Fibrous Glass Products, Inc., Spokane, Wash., maker of refractory items for companies casting molten aluminum, has significantly increased its dollar volume and its percentage of total sales to foreign markets. Exports now constitute more than 18 percent of the firm's total sales, although it only recently began exporting. (For news of other "E" Awards, see Page 38.)

Talks In USSR, Poland, Hungary, Yugoslavia Can Build Trade, Dent Says

Moscow Office Expanded, New Council Set Up; Mideast Solution Is Key To Continued Progress

American firms seeking to do business in the Soviet Union, Poland, Hungary and Yugoslavia will find their paths smoother as the result of a recent swing through the four countries by a U.S. Cabinet-level delegation.

It is now apparent, however, that the measure of the delegation's accomplishments will depend on progress in resolving international differences, particularly at this moment in the Middle East.

Summarizing his impressions as a member of the delegation, Secretary of Commerce Frederick B. Dent told 200 top American business executives at the Oct. 11 White House Conference on Export Expansion that "there is no question that these state-run economies are interested in increased trade with us and represent a challenging opportunity to the American business community."

Associated with the visits were such commercial benefits as the following:

► Opening of an expanded U.S. Commercial Office in Moscow, with telephone, Telex and business consultation facilities for U.S. company representatives negotiating with Soviet enterprises.

► Formation of a joint U.S.-USSR Trade and Economic Council, having the characteristics of an international chamber of commerce, and open to private firms in the U.S. and trade agencies on the Soviet side.

► News that construction has begun in Warsaw on a new International Trade Center and housing complex, which will provide office and living space for U.S. and other foreign businessmen.

► Expressions of Hungarian interest in technological and production links with U.S. companies.

► Progress toward the establishment of a U.S.-Yugoslav chamber of commerce.

The visits had other results whose benefits may be reflected over a longer term. Some of these, regarded as significant both from commercial and official standpoints, are:

► Movement toward solution of some of the workaday problems that exist with the various countries in connection with commercial activity.

► Clearer identification of other matters that hinder full development of commercial relationships.

► Increased mutual understanding of the interplay between the trade practices of the

SESSION IN WARSAW—*U.S. delegation (at right) consults with its Polish counterpart at the Third Plenary Session, Joint U.S.-Polish Trade Commission.*

U.S. free enterprise system and those of the socialist state-controlled economies.

Additionally, the visits brought out the importance that is currently being attached in each of the countries to building more solid commercial relationships with the U.S. The American officials were greeted everywhere not only by their counterparts in the host governments but also by top political leaders.

The U.S. delegation was led by Secretary of the Treasury George P. Shultz and Secretary of Commerce Frederick B. Dent, who are Chairman and Vice Chairman, respectively, of the U.S. East-West Trade Policy Committee. Secretary Dent headed the U.S. delegation in Hungary and Poland before joining Secretary Shultz for the talks in the Soviet Union and Yugoslavia.

In the USSR

In Moscow the official discussions took place in connection with the Third Plenary Session of the Joint U.S.-USSR Commercial Commission, a body established by the two countries at the May 1972 summit meeting of President Nixon and Soviet leader Leonid Brezhnev. The U.S. officials also discussed trade matters with Brezhnev, and with Soviet President Alexei Kosygin, State Planning Committee Chairman Nikolay Baybakov, and the Soviet Ministers of Foreign Trade, Finance and Light Industry.

The Joint Commission deliberations were summarized in the following passage from the communique issued at the close of the sessions:

"The three-day meeting period saw the opening of the expanded U.S. commercial office in Moscow and the Soviet trade representation in Washington, and the announcement of the organization of the joint U.S.-USSR Trade and Economic Council.

"Included in the broad range of matters explored were the outlook for substantial increases in bilateral trade and for long-term cooperation between U.S. companies and Soviet enterprises on industrial projects including those which would provide for delivery of Siberian natural gas to the U.S. and those which would involve the development of energy consuming production facilities in the USSR. The meetings also discussed the availability of credit and the further improvement of facilities for the conduct of business on both sides.

"In the first seven months of 1973, the total trade turnover (exports plus imports) of about $900 million between the U.S. and the USSR exceeded total U.S.-Soviet trade for the past two calendar years. It was anticipated that two-way Soviet-U.S. trade could reach roughly $1.5 billion in the current year. The projections are consistent with the total of a $2 to $3 billion trade level over the next three years foreseen by President Nixon and General Secretary Brezhnev in June of this year."

It was also announced in the communique that the next session of the Joint Council will be held in Washington in 1974.

The new U.S. Commercial Office in Moscow, at 15 Chaikovskiy Street, is convenient to the American Embassy, Soviet trade offices, hotels and restaurants. Its opening is an important practical step because the flow of U.S. businessmen to the Soviet Union has at least tripled over the past year, and has overtaxed existing Embassy facilities.

The new, 500-square-meter quarters of the U.S. Commercial Counselor will give room for both the Departments of State and Commerce to provide more effective service to the U.S. business visitors seeking contacts with the various USSR trading organizations.

It will offer such visitors office and conference space, secretarial and translation services, Telex and document-reproducing facilities, and will assist them in arranging appointments with Soviet officials.

A commercial and technical information library is to be developed and maintained for use by both American businessmen and interested Soviet officials and technicians. The office will search out trade opportunities for U.S. firms and transmit them to Washington. It will also develop continuing contacts with officials of Soviet foreign trade enterprises to call to their attention the existing U.S. sources for meeting their supply or service needs.

The expanded Commercial Office will also conduct and supervise market research on a current basis in key fields to determine potential Soviet purchases of U.S. goods. Its staff will recommend promotional techniques for U.S. exporters, including mail presentations, catalog displays, single-sponsor shows, exhibits, seminars, trade missions, trade fair participations, etc. It will also provide administrative and supervisory assistance to Commerce Department-sponsored exhibitions in the USSR.

The joint U.S.-USSR Trade and Economic Council will be composed of U.S. businessmen and Soviet trade officials and will have offices in New York and Moscow. Plans for the unit were announced first in Washington last July (see *Commerce Today*, July 23, Page 9).

Harold B. Scott of New York, a former Assistant Secretary of Commerce for Domestic and International Business, will be the U.S. President of the council. Donald M. Kendall, chairman of Pepsico, Inc., is the American co-chairman of the group, whose directors include executives of about 25 U.S. corporations now doing business with the Soviet Union. Soviet directors include the heads of the principal state trading agencies, directors of major industrial plants and senior government officials. The council is expected to undertake a full range of trade promotional activities.

Discussions in Poland

In Poland, the U.S. delegation attended the Third Plenary Session of the Joint U.S.-Polish Trade Commission, a group set up in June 1972 by President Nixon and Polish leader Eduard Gierek. Secretary Dent is Chairman of the American Section of the commission. Tadeusz Olechowski, Polish Minister of Foreign Trade, is the Polish counterpart.

Previous accomplishments of the commission include the conclusion of a number of commercial and economic agreements involving the extension of Eximbank facilities, adoption of procedures for the settlement of commercial disputes, conclusion of an understanding on business facilitation and a general commitment to facilitate business in both countries.

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ARRIVAL IN HUNGARY—*Secretary Dent is met at Budapest by Hungarian Minister of Foreign Trade Jozsef Biro (right), as U.S. Ambassador Richard F. Pederson looks on.*

The commission also has discussed Polish-American industrial cooperation, including possible joint ventures, maritime matters, and agricultural questions. A considerable measure of agreement was achieved on these and other questions.

During the time that the joint commission has existed, there has been substantial export growth by both countries. The U.S. in the first seven months of 1973 more than doubled its sales to Poland, while Polish exports to the U.S. rose by approximately one-fourth during the same period.

Secretary Dent was received by Prime Minister Piotr Jarosiewicz and Minister of Heavy Industry Wlodzimierz Lejczak. The Secretary toured the Swierczewski Precision Tools plant and the Warynski Works, a heavy machinery plant, which produces equipment under an industrial cooperation agreement with the American firm, Koehring.

Secretary Dent paid a call at the U.S. Trade Development and Technical Information Office in Warsaw, opened last November. While there, he attended a seminar on power transfer systems for Polish specialists, given by the Teleflex-Morse Division of Rockwell International Incorporated. He also visited the soon-to-be-opened Dow (Chemical) USA offices in Warsaw. Dow is the first American firm to be granted authority to open a commercial office in Poland. In addition, the Secretary attended the signing of a million dollar contract for a technology transfer and patent agreement between Westinghouse and the Polish Foreign Trade Enterprise, Elektrim, for manufacture of switchgear and circuit breakers.

In Hungary

The discussions in Hungary had an exploratory character, with Secretary Dent and the U.S. delegation becoming better acquainted with Hungarian trade and finance officials and learning of the Hungarian interest in increasing the levels of trade between the two countries and in attracting U.S. participation in joint ventures with some Hungarian manufacturing enterprises.

Hungary's Deputy Prime Minister Peter Valyi had met with Secretary Dent in Washington last March to discuss normalization of commercial relations and a possible trade agreement. The U.S. delegation was returning this visit, but Valyi died in an accident just before the scheduled arrival of the Americans. Secretary Dent attended the Valyi funeral. During his two-day stay in Budapest Secretary Dent was hosted by Hungarian Deputy Prime Minister Matyas Timar.

In Yugoslavia

In Yugoslavia, the U.S. delegation, led by Secretaries Shultz and Dent, met with top-ranking Yugoslav trade and economic officials, and also with President Tito, Premier Dzemal Bijedic and Vice President Jakov Sirotkovic.

Proposals for the formation of a U.S.-Yugoslav Chamber of Commerce were among the highlights of the discussions. American companies with joint venture agreements, co-production arrangements, trading and other ties with Yugoslav enterprises would form the nucleus in the U.S. of such an organization. Both sides agreed that it would be useful in building mutual commercial relations and in encouraging U.S. investment in Yugoslav enterprises.

Noting the keen Yugoslav interest in attracting U.S. capital investment, the American delegation said that measures by the Yugoslav Government to provide more liberal profit remittances, improved business facilities and tax liberalization would serve to encourage U.S. investors. They urged Yugoslavia to reconsider a law that prohibits the establishment of sales offices in Yugoslavia by U.S. or other foreign firms. They also suggested that Yugoslavia, now pressing its tourism advantages, might attract more American tourists by catering to U.S. tastes in hotel, restaurant and sports facilities.

The increasing use of Eximbank financial support in U.S. trade with Yugoslavia was noted with appreciation by the Yugoslavs. They urged further Exim credits, especially in energy, steel, nonferrous metals, petrochemicals, food processing and aircraft.

Both sides emphasized the importance of possible U.S. participation in the Krsko Nuclear Power project, Yugoslavia's first effort in this field. The U.S. delegation, stressing the superiority of American technology, declared that cooperation in this project could be a catalyst for overall expansion in trade relations. The Yugoslavs said that project decisions would be based not only on technical factors, but on financing proposals, local participation by Yugoslav firms, counter purchases and general contributions to the Yugoslav economy. (It was later announced that Yugoslavia had awarded Westinghouse a contract for the project.)

Of the 75 Yugoslav-Western joint ventures, nine, with a total investment of about $9 million, are with U.S. firms. These are: with Printers Development International, New York, for manufacture of four-color printing machinery; with Knapic, New York, for semiconductor production; Eaton Corp., Cleveland, electronic components; Oculus Contact Lens Co., Chicago, contact lenses; Gillette Co., Boston, razor blades; Engineers International Corp., Philadelphia, wood processing, and a second in malt production; Chemtex Fibers, New York, synthetic fibers, and Global Marine, Los Angeles, in oil prospecting. Four other U.S. firms have entered into co-production agreements with Yugoslav enterprises. They are Control Data Corp., for electronic components; Ford, for tractors; Buhl Projector Co., slide projectors, and Philip Morris, cigarettes.

Assisting Secretaries Shultz and Dent in their meetings with the trade officials of the four nations were Under Secretary of State William J. Casey, Assistant Secretary of State Willis C. Armstrong, Deputy Assistant Secretary of Commerce for East-West Trade Steven Lazarus, and Lewis Bowden, Director of the Office of East-West Trade Development in the Commerce Department's Bureau of East-West Trade.

U.S. Port Modernization To Enhance Cargo Flow, Aid World Trade Growth

New Water Transportation Technology Spurs Need For Facilities To Handle More Tons Faster

North American ports have invested $1 billion in new facilities in the past seven years and can be expected to invest another $1.4 billion through 1977 to move the mounting volume of waterborne cargo generated by the nation's economic growth.

More than 540 million long tons of export-import cargo, valued at $61 billion, moved through U.S. ports in 1972. Maritime technological advances coupled with the country's push toward export expansion and the need to import more raw materials and energy supplies virtually assures that the tonnage handled by ports will climb with each year through this decade.

These conclusions are drawn from two new reports just released by Commerce's Maritime Administration—on cargo movements and port investments in capital improvements. Maritime's projections on capital expenditures are preliminary figures.

Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, said both reports are being made available to port managers as a planning aid.

Noting that the agency will publish the trade movement reports every six months, he emphasized that these are the first to provide detailed information on an individual-port-and-commodity-type basis.

The cargo report breaks import-export movements down by cargo commodity type, port of entry or exit, tonnage and value. It will prove useful in port marketing efforts and planning for new facilities, Blackwell concluded.

Developed in response to port-industry requests, the data are available at Maritime's regional offices in New York, New Orleans and San Francisco.

A breakdown of the trade statistics indi-

North American Port Capital Expenditures, 1966-72

(in millions of $)

Region	General cargo	Spec. Gen. cargo	Bulk, liquid & dry	Region total	% of Grand Total
North Atlantic	105.9	156.9	120.4	383.2	33
South Atlantic	55.4	25.8	26.8	108.0	9
Gulf Coast	49.9	20.9	104.8	175.6	14
Pacific Coast	65.8	171.5	57.1	294.3	25
Alaska, Hawaii, Puerto Rico	7.6	28.1	30.9	66.6	5
U.S. Great Lakes	9.8	1.3	4.1	15.2	2
U.S. Total	**294.4**	**404.5**	**344.1**	**1,042.9**	**88**
% of U.S. Total	29	38	33		
Canada	**37.3**	**32.3**	**62.5**	**132.2**	**12**
			Grand Total	**1,175.1**	**100**

cates that dry bulk cargoes comprise the largest single category of trade movements through U.S. ports in 1972, accounting for nearly 48 percent of total trade by weight.

General cargo movements, however, account for nearly three-quarters of U.S. foreign trade on a value basis, equating to $45.3 billion of the $61.2 billion total.

Most businessmen will feel the impact of the port modernization investments through the obvious benefits that go with more efficient movement of more goods. And through its benefit to overall economy.

"We estimate that cargo-handling and transfer activities alone generated more than $10 billion in direct income to port areas in 1972, as well as employment for nearly 1.2 million people," Blackwell commented.

Proposed North American Port Capital Expenditures, 1973-77

(in millions of $)

Region	General cargo	Spec. Gen. cargo	Bulk, liquid & dry	Region total	% of Grand Total
North Atlantic	85.3	216.0	5.8	307.2	19
South Atlantic	49.3	61.7	3.4	114.3	7
Gulf Coast	51.0	48.8	485.6	585.4	36
Pacific Coast	66.5	205.6	71.0	343.0	21
Alaska, Hawaii, Puerto Rico	13.9	16.5	5.3	35.7	2
U.S. Great Lakes	2.6	3.6	5.8	12.0	1
U.S. Total	**268.6**	**552.2**	**576.9**	**1,397.6**	**86**
% of U.S. Total	19	40	41		
Canada	**34.8**	**132.6**	**51.1**	**218.5**	**14**
			Grand Total	**1,616.1**	**100**

"As U.S. foreign trade grows in the future," he said, "this impact will be even more considerable."

The real drama in the ports modernization story is the steadily quickening pace of technological changes in the marine transportation industry and the efforts of all segments of that industry to adjust to its ramifications.

For example, the far-reaching displacement of conventional general-cargo ships by containerships has been largely accomplished in the last 15 years. Although marine transportation had nearly a century to adjust to the changeover from sail to steam propulsion, the industry had little more than a decade to accommodate containerization.

Now the supertanker.

The Maritime Administration's study of ports' efforts to cope with change concentrates on expenditures by public groups. It shows that a sizable chunk of port investments in the past seven years has been in facilities for the containerships. While these will continue to grow, a big part of future allocations will go to dry and liquid bulk handling.

Of the $1 billion investment in the 1966-72 period, nearly 40 percent was directed at providing terminal facilities for advanced-design, general cargo carriers — container carriers, roll on-roll off vanships and barge carriers, the report shows.

On a regional basis, North Atlantic ports have invested $157 million in such facilities; South Atlantic ports, $26 million, Gulf ports, $21 million; Pacific ports, $172 million; Alaskan, Hawaiian and Puerto Rican ports, $28 million; and Great Lakes ports, $1 million.

Piers and wharves to load and discharge containers, barge carrying and roll on-roll off vessels are only a part of these specialized facilities. They also include special purpose terminal handling equipment such as gantry cranes, straddle carriers and other related terminal service structures such as cargo consolidation and distribution sheds, maintenance and repair garages and related administration buildings.

The high level of investment in these facilities will continue, Blackwell asserted.

U.S. and Canadian ports, the study shows, are planning to put some $550 million in such terminals in the next five years, compared to a total investment of slightly more than $400 million in the last seven years.

However, the $344 million expended on dry and liquid-bulk handling facilities since 1965 is expected to increase by 70 percent in the next half of the decade, the study shows.

All of the increase will be accounted for by the planned construction of two deepwater tanker facilities off Louisiana and Texas in the near future, to aid the nation in meeting its increasing need for imported oil.

Increasing emphasis on intermodal cargo terminals will bring an expected decrease in the proportion of funds devoted to constructing or upgrading conventional general-cargo terminals. American ports spent nearly $295 million on this type of facility in the last seven years, but will channel only $268 million into them in the near future.

The decline clearly indicates the steady de-emphasis on convention general cargo movements in U.S. waterborne trade, Blackwell stated.

While applauding the ports' ambitious plans for improvement, Blackwell noted that implementing these plans could strain the ability of American ports to obtain needed capital from traditional sources.

He named several cross-currents which might catch the ports and cited Commerce Department efforts to aid in port development.

Among the cross-currents are:

- Advanced cargohandling facilities, like container terminals are increasingly expensive. The days when a pier and a cargo shed would suffice to meet the need of shipper and carriers are largely past. Today, large berths to accommodate vessels of increasing size, more acreage to provide adequate container storage space, and sophisticated cranes and other equipment to service vessels are an absolute necessity.
- Inflation has significantly raised the cost of building such facilities, as well as the cost of operating them. This means that even greater utilization is required, if new facilities are to pay for themselves within a reasonable time.
- Ports, like other elements of the maritime industry, are under increasing pressure to reduce the impact of their operations on the environment. Additional funds must therefore be allocated to essential pollution abatement programs, which by and large are not revenue-producing.
- Many ports must compete with a growing array of other potential uses for public funds at the local and state levels. Growing national concern over urban renewal, pollution abatement, and urban mass transit raise the possibility that funds may be diverted from port improvements to these other areas.

In addition to the two recent studies, Blackwell said Maritime has a number of other programs to assist ports in meeting capital needs in the years ahead. These include a research program designed to assist Gulf and Atlantic Coast ports in reducing the costs of hurricane-inflicted damages on their facilities, as well as the initial cost of building structures capable of withstanding such storms.

Cargo Handled By U.S. Ports, 1972

Tonnage (Long Tons)

	Exports	Imports	Total
General Cargo	31,268,655	44,981,006	76,249,661
Dry Bulk Cargo	172,049,469	85,298,530	257,348,001
Liquid Bulk Cargo	3,038,043	204,313,135	207,351,181
GRAND TOTAL	206,356,167	334,592,671	540,948,843

Dollar Value

	Exports	Imports	Total
General Cargo	$17,714,516,461	$27,583,884,935	$45,298,401,396
Dry Bulk Cargo	8,145,834,595	3,722,640,074	11,868,474,669
Liquid Bulk Cargo	84,825,272	3,933,120,052	4,017,945,324
GRAND TOTAL	25,945,176,328	35,239,645,061	61,184,821,389

Participating ports will install anemometers to measure hurricane-force winds they encounter during the three-year test period. And, when a hurricane is forecasted for selected areas, the National Bureau of Standards will install temporary stress-measuring gauges in structures in the hurricane's path.

From this data, hurricane-resistant facilities can be designed, Blackwell continued.

Computerized system

Furthermore, Maritime is developing a computerized port information system, designed to provide port decision-makers with vital data on trade trends and available facilities.

"With this information," he concluded, "ports will be in a better position to accu-

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- Inflation has significantly raised the cost of building such facilities, as well as the cost of operating them. This means that even greater utilization is required, if new facilities are to pay for themselves within a reasonable time.

- Ports, like other elements of the maritime industry, are under increasing pressure to reduce the impact of their operations on the environment. Additional funds must therefore be allocated to essential pollution abatement programs, which by and large are not revenue-producing.

- Many ports must compete with a growing array of other potential uses for public funds at the local and state levels. Growing national concern over urban renewal, pollution abatement, and urban mass transit raise the possibility that funds may be diverted from port improvements to these other areas.

In addition to the two recent studies, Blackwell said Maritime has a number of other programs to assist ports in meeting capital needs in the years ahead. These include a research program designed to assist Gulf and Atlantic Coast ports in reducing the costs of hurricane-inflicted damages on their facilities, as well as the initial cost of building structures capable of withstanding such storms.

Cargo Handled By U.S. Ports, 1972

Tonnage (Long Tons)

	Exports	Imports	Total
General Cargo	31,268,655	44,981,006	76,249,661
Dry Bulk Cargo	172,049,469	85,298,530	257,348,001
Liquid Bulk Cargo	3,038,043	204,313,135	207,351,181
GRAND TOTAL	206,356,167	334,592,671	540,948,843

Dollar Value

	Exports	Imports	Total
General Cargo	$17,714,516,461	$27,583,884,935	$45,298,401,396
Dry Bulk Cargo	8,145,834,595	3,722,640,074	11,868,474,669
Liquid Bulk Cargo	84,825,272	3,933,120,052	4,017,945,324
GRAND TOTAL	25,945,176,328	35,239,645,061	61,184,821,389

Participating ports will install anemometers to measure hurricane-force winds they encounter during the three-year test period. And, when a hurricane is forecasted for selected areas, the National Bureau of Standards will install temporary stress-measuring gauges in structures in the hurricane's path.

From this data, hurricane-resistant facilities can be designed, Blackwell continued.

Computerized system

Furthermore, Maritime is developing a computerized port information system, designed to provide port decision-makers with vital data on trade trends and available facilities.

"With this information," he concluded, "ports will be in a better position to accu-

MANMADE BASIN—*Cargo movement is modernized and speeded through this manmade basin at Long Beach, Calif. It is one of a number of types of investments in port facilities being made today.*

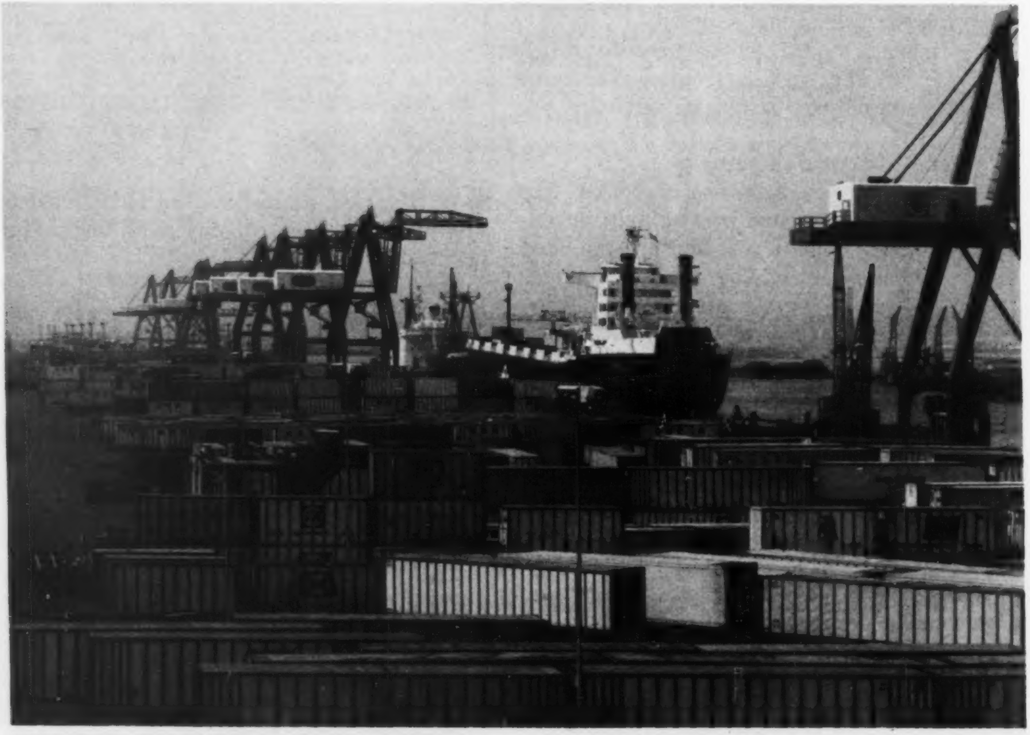
rately forecast the demand for new facilities, thus allowing each to compete on a firmer financial footing with other ports."

The Maritime Administration is also working with the American Association of Port Authorities to explore the capital needs of the U.S. port industry. To answer such questions as: what sources do ports currently use to raise capital? What are the future prospects for obtaining needed funds from these sources? What other ones are available?

Blackwell said data developed in this undertaking will give individual ports the information needed to develop appropriate strategies for obtaining necessary investment capital.

"Our purpose is to supply needed data and technical assistance—as well as to aid in making the public more aware of the importance of our ports—upon which the industry can base its own efforts.

"Our desire is to insure that port facilities in this country are fully adequate to the advances currently being made in vessel technology to insure the rapid, efficient movement of America's waterborne commerce," Blackwell stated.



CRANES—*Rows of cranes symbolize the investment ports are making to facilitate cargo movement. This Port of New York photo shows container activity at the Elizabeth Port Authority Main Terminal.*

DOMESTIC BUSINESS REPORT

- **GNP—a 'soft landing'**
- **Personal income up, housing barometers down**
- **Maritime's lessons from the 'Sea Witch'**
- **How to measure economic growth**

Energy Problem Poses Challenge To Public

American industry and the public face a challenge in the mounting energy problem that must be resolved in one of two ways: either they must pull in their belt on energy consumption, cutting out unnecessary use, or demands are bound to build up for a general allocation or rationing system.

Warnings that the energy problem is for real, and that the challenge it presents must be faced, have been issued recently by Secretary of Commerce Frederick B. Dent and by John A. Love, former Governor of Colorado and now Director of the Office of Energy Policy.

Secretary Dent sounded the warning in remarks early this month before the Business Council at its meeting in Hot Springs, Va., and in a subsequent address before the Connecticut Business and Industry Association Public Affairs Program at Stamford, Conn.

"What is needed," he told the Business Council, "is imaginative and creative efforts in all areas: programs which will increase domestic supplies in an environmentally acceptable manner, a new emphasis on efficiency which will produce more goods and services with less coal, oil, gas and electricity, and a thoughtful, well-conceived program for dealing with shortages of different fuels if and as they develop.

"If these voluntary programs fail, we are going to be confronted with popular demand for a complete government allocation system which would be contrary to the maintenance and expansion of industrial operations."

In his address to the Connecticut business group, he said public pressure for such an allocation program could result from a shortage this winter.

Former Governor Love, in an address at a National Press Club luncheon, warned that unless there is a greater sense of urgency in the voluntary conservation of energy "we may find that we are ending up with the end use rationing of energy.

"I personally do not forsee that at the present time," he added, "and I would certainly move in every way I know to avoid it."

Secretary Dent told the Connecticut group that the nation's business community has a major opportunity to help the country meet the energy challenge. He suggested that businessmen should confront the problem in three major areas.

"First," he said, "be informed. Find out where your oil and gas are coming from. Learn what steps your local and State governments are taking with respect to energy availability. Find out what the Federal Government is doing or proposing with respect to both incentives to stimulate domestic supply and measures to allocate or control the disposition of that supply."

He pointed to the criteria for gas curtailment established by the Federal Power Commission and followed by State utility commissions and gas distribution companies, the mandatory propane allocation program announced early this month, and a similar program covering distillate oil fuels which will take effect Nov. 1.

"All other petroleum products, such as gasoline, crude and residual," he added, "remain covered by the Federal Voluntary Petroleum Allocation Program which has been in effect since last May.

"While the business community has shown concern at the corporate or company level, I would urge that you actively participate in the development of national policy.

"The business community as a whole has not yet fully responded to the grave economic implications of the tight energy situation in this country. Make no mistake about it: the challenge for businessmen is vitally important, and the time for action is now.

Continue vital growth

"To continue to have the vital and expanding economy that has brought us the standard of living we enjoy today, we must recognize this fundamental change: an abundance of energy resources is a thing of the past, and it is not likely to be a part of the future for many years to come."

The second point the Secretary made was that "business has to take energy conservation seriously and make energy efficiency a goal in all its operations.

"As part of the energy conservation campaign announced by the President Oct. 16," he continued, "we in the Department of Commerce will be contacting businessmen throughout the country with some suggestions on how to help in the industrial part of the endeavor.

"We will urge business to apply the same basic techniques to the use of energy resources that would be employed in administration, finance, marketing, purchasing, or production in any soundly run business endeavor."

Dent gave the following examples of what he had in mind:

"A large chemical company has held its energy consumption to just 10 percent above the 1967 level, even though production has increased 50 percent.

"Another company saved $6 million last year through energy conservation projects.

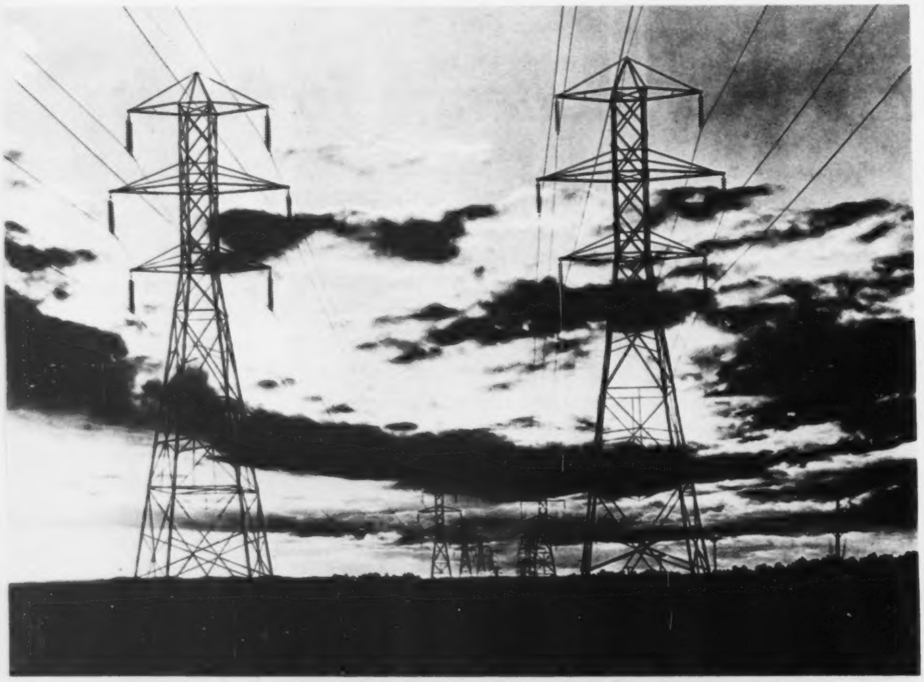
"With these kinds of results, be assured that you will be hearing a great deal more about our industry energy conservation program in the weeks to come. We will be seeking your help in alerting businessmen throughout the country."

The Secretary's third point was that the business community should look "not just at the problems the energy situation poses but also at the business opportunities it provides.

"Our necessity to conserve our precious energy resources," he said, "offers great opportunities to develop new and better energy-efficient equipment, energy-efficient products, energy-efficient ways of doing things.

"The necessity to concentrate on energy efficiency can lead to new efficiencies in other parts of the production process, to new approaches to producing better products and services for less cost.

"Business has a great opportunity to lower cost and improve profitability, an opportunity not only for a self-serving result, but



POWER TODAY—*High-voltage power lines such as these transmit electricity from sources to consumers in the U.S. Electric power is one of the sources of energy that could be pressed beyond capacity in a cold winter when fuels are in short supply.*

also an opportunity to be of substantial benefit to the nation."

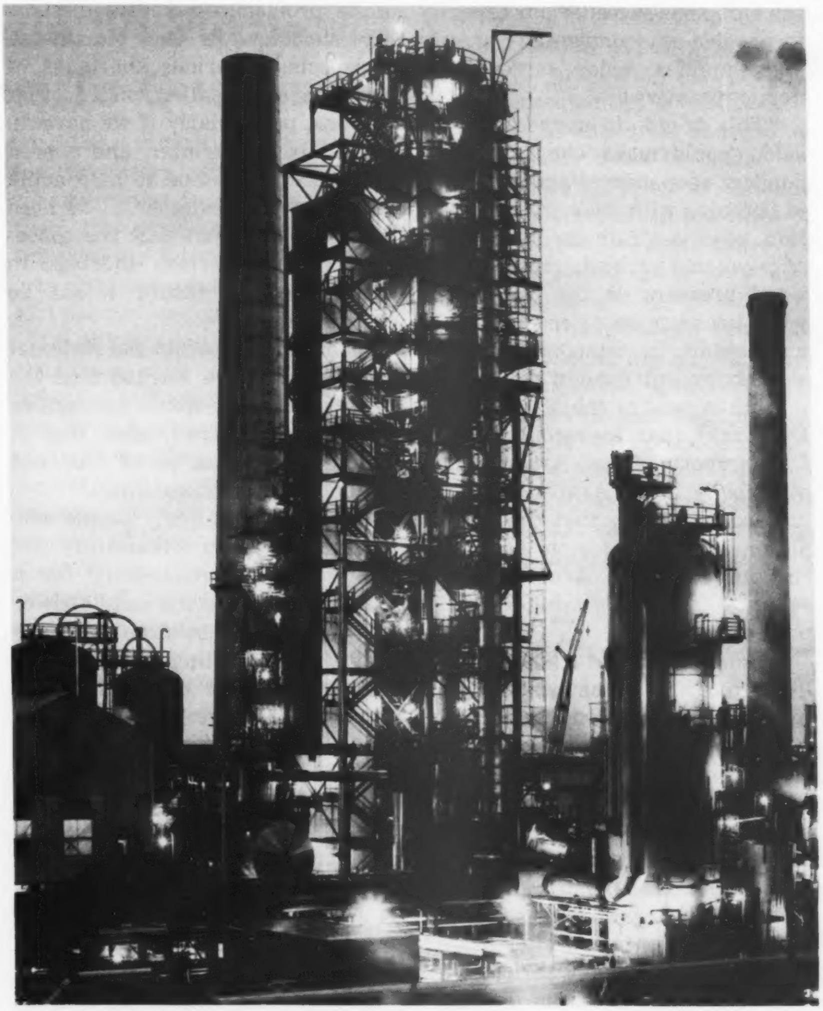
Dent commented that the nation's requirements underscore the need for export promotion. He pointed out that the worldwide trade, which amounted to $23 billion in 1971, could soar to as high as $169 billion by 1980, and that by that year the U.S. trade deficit in energy could amount to $20 to $25 billion.

"U.S. imports, including energy and raw materials," Dent said, "are currently projected to increase at the rate of 12 percent per year to 1980. This rate is considerably lower than our recent experience and assumes that the dollar devaluations will be able to slow import growth well below the 14 percent per annum rate experienced from 1966 through 1972.

"In order to achieve a balance in our international payments position by the mid-70s, a foreign trade surplus of $7.5 billion will be required to offset capital outflows and a small addition to our reserves, both totaling an estimated $9 billion. We estimate a surplus of $1.5 billion in the net services account. Thus, it is clear that the need for expansion of exports is both real and pressing."

Dent said that he was impressed with the opportunity American business has for sales to the Far East. With respect to the Soviet Union and Eastern Europe, he said: "There is no question that these state-run economies are interested in trade with us and represent a challenging opportunity to the American business community."

Dent recalled that President Nixon, in major energy statements on April 18 and June 29, formulated basic strategy toward avoidance of major problems in the short run and restoration of energy self-sufficiency in the long run. With regard to the short run, he pointed to the President's program of energy conservation with a goal of seven percent reduction in consumption by government and a five percent reduction in the private sector.



HIGH OCTANE QUESTION—*This fluid catalytic cracking unit at Sun Oil Co.'s Marcus Hook, Pa., refinery produces components for high-octane gasoline and home heating fuels. Home heating fuels are one of the energy needs.*

With regard to the long run, he explained, the government is moving for the development of untapped reserves, expediting continental shelf leasing, and moving forward in Congress on the Alaskan Pipeline. The President, he added, has proposed the outlay of $10 billion in research and development over a five-year period to find new sources of energy and new ways of utilizing the nation's abundant supplies of coal in more environmentally acceptable ways.

As to why the nation faces an energy shortage, Dent pointed out that the U.S., with only six percent of the world's population, consumes one third of the energy, that demand in the U.S. has doubled since 1950 and that if the country continues its present rate of growth its energy needs in 1985 will be nearly double what they were in 1970.

On a per capita basis, he said, the U.S. energy consumption was 56.9 barrels in oil equivalent in 1970 compared to 23 barrels for the Common Market countries, 21 for Japan, and eight for Eastern Europe.

Dent commented that the great increase in demand for energy in the U.S. "has exceeded our capacity to provide environmentally acceptable supplies under current economic incentives.

"This trend, if unchecked," he said, "could make our nation dependent upon unpredictable sources of supply, with risk of interruption, place a strain on our balance of payments problem, create downward pressure on the dollar, upward pressure on prices and could well result in unacceptable constraints on our foreign policy."

With regard to the Middle East, Dent said that in recent months U.S. imports from Arab states, principally Saudi Arabia, have increased so rapidly that the combination of direct receipts and indirect imports from Arab oil could exceed 10 percent of total U.S. supplies of petroleum.

"Almost all of the crude oil moving through the Eastern Mediterranean," he explained, "is destined for European refineries, so its loss will not exert a direct impact on the United States. However, it may result in reduction in shipments to the United States within the next several months of distillates and other petroleum products refined in Europe . . .

"Even without more serious disruptions of supplies from the Middle East, we already face immediate problems—a severe electricity shortage in the Northwest, prospects of serious shortages of propane and heating oil in other regions, particularly if we have an unusually cold winter, and a need to conserve gasoline to help avoid shortages next summer. . . . I need hardly remind you that the consequences of a serious shortage in the immediate future would be severe indeed."

In his speech before the National Press Club, Love warned that the energy problem would be serious for the next decade and that it would "get worse, or at least not better, for the years ahead."

He added that many people who think the problem is transitory and will go away are looking for a "whipping boy, some easy answer and the obvious solution is to say that this is nothing more than a plot on the part of the oil companies, and if we take the necessary corrective action there we will solve it.

"There is enough blame to go around," he said. "We can share it among oil companies and government and ultimately ourselves. . . . And if there is any action that can be termed restraint of trade, obviously the law should act. But I think it is a disservice to the people of the United States to simply assign the cause for the problem to the oil companies."

Love commented that "the environmental movement and our goals to seek clear air and clean water have had a part to play in at least delaying the development of energy resources in the United States."

He pointed out that the energy problem is worldwide, and that the "rate of increase and demand for energy is going up at a greater percentage rate in Europe and Japan and the rest of the developed world than in the U.S."

Solutions sought

Love made it clear that reliance on Mid-East oil is not something that can be willingly accepted, and that other solutions must be found. Those solutions, he said, can be found. He pointed to the tremendous reserves of natural gas yet to be discovered in the U.S., and said more oil is to be found also.

The U.S., he said, has half of the coal reserves of the world. Aside from this, he explained, are the huge shale deposits, the prospects inherent in nuclear generating plants, and other means, including solar energy and "the hydrogen technology and fusion which may be the ultimate in clean and limitless energy."

At the same time, he emphasized the inevitable delay in the development of long-term sources. All of the "bits and pieces," he said, have to be brought to bear on the solution, and "there is no easy, single solution.

"It is going to be vitally necessary," he said, "that we together bring to the people and share and accomplish the kind of conservation that will make this thing manageable."

As to the possibility of the Mid-East being shut off as an oil source, Love said the U.S. has "good reason to hope" this would not happen completely. He thought it was inconceivable. However, if it should happen, he added, it is something the U.S. could adjust to.

ENERGY TOMORROW—*Offshore oil is one energy source being tapped to fill the gap today and cover needs of the future. This $20 million drilling platform is working for Mobil Oil Corp., 215 miles east of Halifax, Nova Scotia.*

Petroleum And Phase IV: Puzzle Unravels In Answers To Queries

Petroleum has been one of the actively changing sectors of the economy during Phase IV. Although price regulation changes dominate the news scene, the basic rules for compliance are a major concern of businessmen in petroleum and related industries.

Many businessmen, attempting to comply with the most complex of the "phases" have turned to the Cost of Living Council for answers. The council has attempted to clarify the regulations regarding petroleum in answers to questions it gets frequently. Some of these are:

Q. Is "base production control level" for domestic crude petroleum under Section 150.354, measured by the amount produced or the amount sold? A producer sells his crude petroleum only when the field tanks are full, and often a tank sold in one month will contain quantities of crude petroleum produced in a prior month.

A. "Base production control level" is measured by both production and sales. The base production control level for a property is the amount of crude petroleum which was produced and sold in the same month of 1972. If crude petroleum was produced in one month, but sold in another, that amount is considered "produced and sold" in the month of sale for purposes of determining the base production control level. If domestic crude petroleum was not produced and sold in every month of 1972, then the base production control level is the total number of barrels of domestic crude petroleum produced and sold from that property in 1972 divided by 12.

Q. Is the royalty owner of crude petroleum considered a producer with respect to certification?

A. If the royalty owner takes his payment in kind, that is, in crude petroleum, he must comply with the certification requirements for producers. However, if the royalty owner is not paid in kind, then the producer-operator with the working interest in that property is responsible for necessary certification requirements.

Q. What must a producer who charges a price above the ceiling price for domestic crude petroleum certify to his buyer in the sale?

A. The ceiling price of the domestic crude petroleum sold; the amount of new crude, and the amount of base production control level crude. He must include a statement that the price charged for the domestic crude petroleum is no greater than permitted under Phase IV petroleum regulations.

Q. What rules govern sales of gasoline, No. 2-D diesel fuel or No. 2 heating oil by a refiner to users who are commercial or industrial users, public utilities, schools, municipalities, and the like?

A. These are sales to ultimate consumers, and are considered retail sales governed by Section 150.355 (c).

Q. For octane certification purposes, may a seller with continuous sales to a particular purchaser give such purchaser a blanket certification as to the octane number of gasoline to be delivered in the future until notice of a change in such octane number?

A. No. The seller must certify the octane number for each sale of gasoline made by him. Each invoice must be certified to the buyer because of record-keeping requirements.

Q. A supplier, when computing his selling price for covered products under Subpart L, includes a charge which reflects his cost for delivery of that product to the purchaser. The supplier discontinues delivery but maintains the original price level. Is this practice permitted under Phase IV?

A. No. The elimination of the delivery service constitutes an increase in price for the product sold. Consequently, a comparable reduction in the price charged to the purchaser must be made.

Q. If a retail seller of gasoline sustains a decrease in his costs or taxes for the product, must he lower his ceiling price to reflect such a decrease?

A. No. The retailer's computations established his highest price for gasoline retail sales, and he is not required to decrease this ceiling level if his costs decrease. Charging a lower price, however, does not preclude the retailer from subsequently charging his computed ceiling price.

Business Group Seeks More Veterans' Jobs

The National Alliance of Businessmen, which found jobs for 232,020 Vietnam era veterans and 393,405 disadvantaged persons in fiscal 1973, has broadened its goal for fiscal 1974.

NAB's 107 Metro offices, out to top last year's record, will aid veterans, disadvantaged persons, disabled veterans, youth and ex-offenders.

Much of NAB's effort will be directed toward Disabled Veterans with 10 percent of the 100,000 job for veterans goal, to be disabled veterans. The organization will emphasize, according to one spokesman, that disabled veterans are "not someone you hire as a charity case, but a valuable, productive worker like any member of your work force."

Expansion to include ex-offenders in the NAB program developed from a growing concern for those who "return to crime because they simply cannot find jobs," says NAB President John Z. DeLorean.

NAB is among participants in a nationwide campaign to help veterans find employment. Hub of the campaign is the National Jobs for Veterans Committee.

Shipbuilding Industry Seen Moving Toward Greater Competitiveness

"Barring any major international dislocation" the American shipbuilding industry can cut its costs and be competitive with lower federal subsidies, the presidential Commission on American Shipbuilding has concluded.

The seven-member panel, reporting last week on a three-year study, said that "given the opportunity to build ships in a series," and "a reasonable stability in its orderbook," the American shipbuilding industry is "fully capable of equalling the productive efficiency in any foreign shipbuilding industry for the construction of similar ships."

The Commission warned, however, that lower construction-differential subsidy is not of itself a sufficient indicator of present or future capability and health of the shipbuilding industry or the U.S. merchant marine.

U.S. import and export cargo movement is expected to triple by 1985. This foreign trade will command an increasingly important place in the national economy as energy imports expand and U.S. export markets develop.

The Merchant Marine Act of 1970, which created the Commission, is providing incentives to investors, shipbuilders and ship operators to seek a competitive posture to capture a reasonable share of U.S. foreign commerce, the Commission stated.

Noting that all major yards which are active primarily in merchant vessel construction have two years of work or more and at least two have as much as four years of work ahead, the Commission said "the program envisioned by the 1970 Act has made an excellent start, but only a start."

The U.S. flag fleet for 1982, emanating from provisions of the act, would probably be able to carry 15 to 18 percent of U.S. oceanborne trade.

The Commission made a number of recommendations it concluded would strengthen shipbuilding and enable this country's maritime industry to get a larger chunk of the trade tonnage.

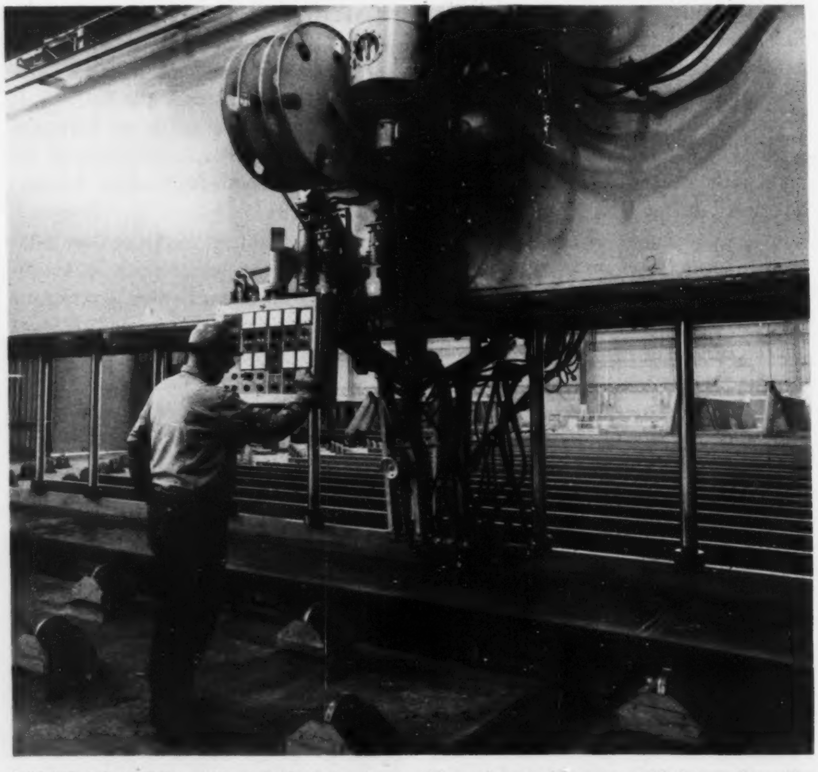
Its key recommendation—a proposed cargo preference—was opposed by two members of the Commission, one of whom refused to sign the report. The Commission recommendation proposes to give a "preference" or "quota" reservation to assure a share of the cargoes of imported fuels for "efficient and competitive" vessels built and registered in the U.S. This proposal has opposition in a number of quarters.

W. H. Krome George, president of Aluminum Company of America, the abstaining member of the Commission, questioned the wisdom of a petroleum quota system, stating that he felt it was not needed in view of the present and prospective high level of activity in the U.S. shipyards. He said further that it will impose an unnecessary burden on U.S. taxpayers to provide the required level of federal subsidy, and finally that such a quota would inevitably encourage other countries to impose similar flag restrictions.

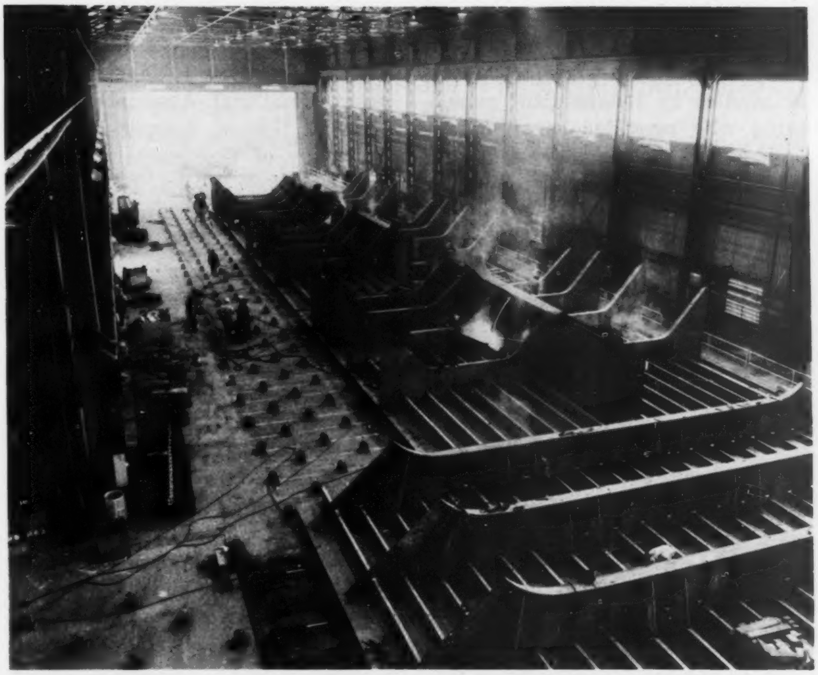
Arthur M. Becker, who signed the report but also opposed the quotas, said U.S. shipyards would compete successfully with foreign yards, despite the wage differential, if government aid to ships built for U.S. citizens were extended to ships built in the United States for nations of other countries.

Other Commission recommendations included:

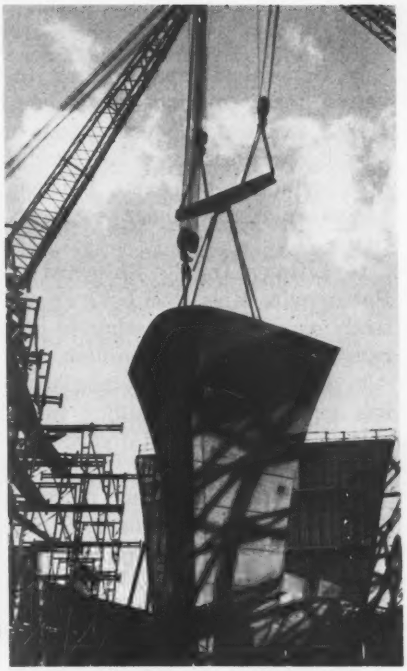
- Tax deferred transfer to the



STEEL PLATES—*After steel plates for a ship subassembly are welded together, the flat panel is transferred mechanically to the stiffener position-welding station where premeasured stiffeners are aligned and hydraulically pressed to the assembly and welded automatically by a twin fillet welding machine. This is part of the operation at Bethlehem Steel Corp.'s Sparrows Point shipyard.*



SHIPBUILDING AT SPARROWS POINT—*Prefabricated webs are manually fitted and welded to panel after application of stiffeners in the panel shop, part of Bethlehem Steel Corporation's Sparrows Point shipbuilding facility.*



IN CONSTRUCTION—*Pieces of a ship are being hoisted into place as the bow of ship begins to take shape.*

United States of funds earned by U.S. corporations from earnings on sales of ships flying a foreign flag, provided that the funds be used, in accordance with the Maritime Administration regulations, to finance construction of ships in U.S. shipyards for U.S. registry.

- Imposition of penalties on importers and exporters who use state-owned shipping at rates consistently below a fair market value determined by the Federal Maritime Commission, so that their freight rates in effect would be equal to those charged by U.S.-built, U.S.-operated ships.
- A system of settling labor disputes in the maritime industries "without resort to strike action."
- Government encouragement of and support for research, standardization, and exchange of technical information within the industry without risk of penalties under the antitrust laws.
- Retention of present provisions of cargo preference and provisions for financing construction and operation of U.S. vessels.

Noting the close relationship of ship operating and ship building industries, the Commission said it is convinced there are compellng economic, political, and military reasons for an expanded U.S. flag merchant marine and a related shipbuilding industry. It reviewed the various alternatives available, including partial foreign building, and concluded, given full industry and government support, there is every reason to continue a program dedicated to the development of an even stronger capability as part of the overall U.S. industrial base.

Significant but small

Compared to U.S. industry as a whole, the Commission noted, the total U.S. shipbuilding and repair industry is significant but relatively small, ranking about 40th in order of size based on gross sales and accounting for .3 percent of the gross national product. It employs a total of 134,000 persons of whom 80,000 are employed by the 19 major commercial shipyards which build oceangoing naval and merchant ships.

The Commission lauded the shipbuilding industry for advances in shipyard operations and technology, capital improvements, productivity, and labor-management relations.

To improve productivity, the Commission noted, shipyard owners have made significant investments in new facilities. Examples of programs that have been undertaken are:

► Bethlehem, Sparrows Point, has completed a $30 million program to provide a large graving dock to handle up to 350 thousand deadweight ton tankers and a modern steel handling and fabricating facility.

► Avondale has constructed a large new production line at a cost of $40 million for construction of LNG tankers and LASH-type vessels.

► Seatrain is completing the renovation of the Brooklyn Navy

Yard in which $40 million has now been spent.

► General Dynamics has invested many millions at Quincy, Mass., in yard modernization to permit construction of LNG tankers, including two new building basins currently under construction.

► Litton's Ingalls Shipyard in Pascagoula, Miss., has built an entirely new facility costing in the range of $130 to $150 million.

► Newport News Shipbuilding has committed $150 million to an entirely new commercial yard now under construction.

► National Steel has invested $18 million in materials handling and yard facilities improvements at its San Diego yards.

Plans for other construction are in progress.

"Investment of this magnitude represents a commitment of resources that must be considered in any proposed change of federal policies," the Commission stated. It also noted that government research and development expenditures have increased ten-fold and that shipyards are seriously pursuing active programs to exploit advanced technology.

"Many of the critical allegations about the shipbuilding industry are myths," the Commission asserted in its report. It stated that its visits to U.S. yards convinced the Commission that shipyard managements have done much in a difficult environment.

The Commission also expressed the opinion that a competitive U.S. flag fleet would guarantee a steady flow of imported goods in times of international crisis; continuing control over the availability and cost of the essential imported supplies of the nation; an improved balance of payments position; and increased stable employment levels in shipping, shipbuilding and allied industries.

The Commission submitted its findings to President Nixon last week. They appear in the first of a three volume report. Analyses of the data in support of the recommendations appear in volume two. The third volume contains reports of studies by independent consultants who provided much of the data which the members and staff used in developing the information in volume two.

Other members of the Commission were Albert G. Mumma, chairman, retired naval rear admiral; Charles A. Black, secretary-treasurer of District 1, Marine Engineers Beneficial Association; Andrew E. Gibson, former Assistant Secretary of Commerce for Maritime Affairs; John T. Gilbride, president of Todd Shipyards Corp., and Stanley Powell, Jr., chairman of Ship Funding Corp.

Characteristics Of Mobile Home Dwellers Detailed By Census

"Wide Load" is a familiar sign on the back of mobile homes as they are moved over the nation's highways.

A new Census Bureau report details characteristics of people living in mobile homes and where they live.

In 1970 households living in mobile homes totaled 2,073,994, with 810,608 in urban areas.

The South had the most mobile homes, 867,768. Other regional totals were North Central, 499,459; West, 464,998; and Northeast, 241,769.

Other findings presented in the report include:

—1,752,577 mobile homes were lived in by owners; 321,417 by renters.

—Among owners, the largest single age group was that 65 and over, 315,926; among renters the largest group was under 25 years, 107,622.

—One-person households numbered 340,043 among owners; 83,123 among renters.

—Families composed of husband and wife numbered 1,248,454 among mobile home owners; 189,017 among renters.

—Households with no children under 18 were dominant—1,049,569 for owners; 199,385 for renters.

—A large proportion of mobile home dwellers moved in during 1969 and the first three months of 1970—615,438 owners and 216,640 renters.

—Median income in 1969 for owners was $7,000; for renters, $5,000.

—Median rent paid for mobile homes was $97 a month.

The 573-page report presents a comprehensive cross tabulation of housing characteristics of mobile homes, and the social and economic characteristics of the households occupying them, for each state. Separate tables are presented for households headed by blacks and persons of Spanish heritage.

Copies of the report, *Mobile Homes,* HC(7)-6, a Subject Report of the 1970 Census of Housing, are available for $5.65 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major cities.

Population, Birth Trends Charted In New Study

If young wives have the number of children they anticipate as indicated in a nationwide fertility survey, the U.S. population could be on its way to reaching replacement level, the Census Bureau reports.

The fertility survey, conducted by Census for the National Institute of Child Health and Human Development, showed young wives anticipate 2.3 children.

The 2.3 children average completed family size expected by young married women 18 to 24 years old was the same in the June 1973 annual survey of birth expectations as in the June 1972 survey.

In 1967 a similar survey showed that young wives then expected an average of 2.9 children and in 1965 the figure was 3.1 children.

The replacement level—the average number of births required to replace one generation with the next, allowing for those who will die before reaching reproductive ages—is 2.2 children per wife, or 2.1 children per woman, about 5 percent do not marry.

The 1973 survey, the first to provide data for women of Spanish origin, found that wives 18 to 24 years old in this ethnic group expected an average of 2.6 children, which is not significantly different from the 1967 level for young white and black wives.

Birth expectations among young black wives appear to have reached about the same level as young white wives. However, young black wives do not delay childbearing as much as young white wives. For example, only 18 percent of black women 20 to 24 years of age had no children versus 41 percent of white women the same age.

Moreover, surveys have shown that black women have a higher proportion of large families. This is shown by 1973 data for women 35 to 39 years old. Seventeen percent of the black women had borne seven or more children, compared with 5 percent of the white women.

Women of lower educational attainment average more children than better educated women, but among today's young wives the range between them is narrowing. Those with some college now expect 2.1 children, whereas those with less than high school expect 2.4 children.

The report notes that women under 30 with college degrees may fall short of replacing themselves. The fact that higher percentage of college women have tended to remain single and the relatively small families expected by married college women lends credence to the observation.

—Census Bureau

Nationwide Survey Of Voter Trends Show 12 Million Registered, Didn't Vote In '72

Some 12 million voters who were registered did not cast ballots in the 1972 presidential election, according to results of a nationwide survey by the Census Bureau.

The new report examines social and economic characteristics of voters and nonvoters, including those who did not register to vote.

Previous post-election surveys have attempted to find the reasons why people do not register to vote. For the first time, a similar question was asked of those who were registered but still did not cast their ballots.

Some 9 percent of the electorate registered but did not vote.

The survey found that people in this group often reported that they intended to vote, but were prevented from doing so for a number of reasons, including: health, lack of transportation, unable to take time off from work, out of town on election day, and long lines or voting machine failure at polling places. These reasons account for more than 48 percent of the registered nonvoters. Another 27 percent were not interested, or expressed a dislike of politics and candidates.

The report notes the continuing role that education plays in voter participation. While the overall percentage of eligible voters who cast ballots dropped from 68 percent in 1968 to 63 percent in 1972, the decline was not constant across different educational levels.

The report also presents selected data for the 15 largest states, and a comparison of the 1972 election with that of 1968, and, in some cases, 1964. Its tables contain characteristics such as age, sex, race, ethnic origin, marital status.

Copies of Voting and Registration in the Election of November 1972, Series P-20, No. 253 (220 pages), are available for $3.30 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices.

Housing Completions Follow Expected Economic Trend

Privately-owned housing completions in August were at a seasonally adjusted annual rate of 1,802,000 units, the Census Bureau and the Department of Housing and Urban Development reported.

The rate in July was 1,984,000 units and the August 1972 rate was 1,973,000. Completions of privately-owned single-family structures in August amounted to 1,081,000 units and structures with two or more housing units accounted for 721,000 units.

The number of privately-owned units under construction at the end of August was 1,789,300 (not seasonally adjusted). Single-family structures under construction totaled 709,200, structures with five or more housing units accounted for 984,000 units and structures with two to four units accounted for 95,900 units.

Nation's Unemployed, Former Jobs Reviewed By Census

The nation's unemployed and those not in the labor force are featured in a new Census Bureau report which breaks down unemployment statistics by sex, race and ethnic origin.

Much data are presented on the former occupations of persons not employed at the time of the last census.

Copies of "Persons Not Employed," PC (2)-6B, are available from the Government Printing Office, Washington, D.C., 20402. Price is $3.20.

Methods Of Measuring Economic Growth On Long Term Revealed

How to measure economic growth? This increasingly important question today is explored in *Long Term Economic Growth: 1860-1970*, just released by Commerce's Bureau of Economic Analysis.

The 312-page volume contains almost 1,200 annual time series, selected with the advice of experts in the field of economic growth.

Data cover output, income, employment, capital, productivity, prices, interest rates, savings, debt, money supply, education, research and development. The volume updates the 1966 edition, continuing coverage at national, international, regional, and industry levels.

Long Term Economic Growth relieves the user from burdensome computations and compilation of basic data. The information base is broad enough to accommodate a wide variety of explanations of economic growth and standards for judging performance. More than 60 pages of charts enable the user to pick out at a glance the series and trends that concern him the most.

Users can determine growth rates for any series and time span from reference tables. Special "growth rate triangles" show growth rates for all possible combinations of years for selected series.

Examples of what Long Term Economic Growth can tell are:

- About women: in 1890, the proportion of the female population working or looking for work was 18 percent; now it is 43 percent.
- The U.S. money supply—currency, demand and time deposits—increased from $1.3 billion in 1968 to $400 billion in 1970.
- Real gross national product increased over the past two decades at an annual rate of 9.6 percent in Japan, 7.9 percent in West Germany, and 3.9 percent in the United States.
- Labor union membership accounted for less than 3 percent of the U.S. civilian labor force in 1900, compared with 23 percent in 1970.
- The proportion of national income originating in agriculture was 22 percent in 1869, compared with 3 percent a century later.
- Regional income differences are diminishing: per capita personal income in the South Atlantic region was 52 percent of the national average in 1880, compared to 91 percent in 1970.
- More than one-half of Americans 18 to 21 years old are now enrolled in higher education, compared with less than 2 percent a century ago.
- Productivity — output per man-hour—in the private economy has increased at an average annual rate of 2.2 percent over the last 100 years.
- Farm population declined from 25.8 million in 1947 to 9.7 million in 1970. This is an annual rate of loss of 4.2 percent, as can be easily calculated from the growth rate tables. Should that rate continue, the farm population in 1986 would be half the size it was in 1970.
- Should consumer purchasing power, as measured by real after-tax personal per capita income, continue rising at the annual rate it has since 1967—3.1 percent—the amount of goods and services an American consumes would double between 1973 and 1995.

Long Term Economic Growth: 1860-1970 is available from the Superintendent of Documents, Washington, D.C. 20402. Price is $4.45. Catalog No. is C56.102: Ec 7/860-970.

—*Bureau of Economic Analysis*

GNP Output Increase Of 3.6 Percent Seen Near Long-Term Growth Track

The third-quarter rise of 3.6 percent in Real Gross National Product indicates that the economic "soft landing" will be achieved, says Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs, and that "it establishes a beginning point for 1974."

At a news conference, Dr. Jones said that two lines of thought developed after GNP registered an increase of only 2.4 percent in the second quarter following an exceptionally large expansion of 8.7 percent in the first quarter.

First, some economists believed that policy restraints to slow economic growth may have been too severe and that the economy might be headed for a "crash landing"; in other words, a recession; second, others believed that the economy would continue to grow at approximately the desired 4 percent, which is the long-term growth rate.

"What this figure is saying to me," Dr. Jones continued, "is that there has been and continues to be a general moderation and that the total economy may well be off the overheated track of 1972 and early 1973."

Preliminary estimates

He emphasized that the 3.6 percent economic growth estimate was based on preliminary data and was subject to revision. Another GNP report, based on more comprehensive data, will be issued in mid-November.

Noting that the total figure contains great diversity among sectors, Dr. Jones said sectoral differences will be the major characteristic of the present business cycle.

"If we maintain a soft landing," Dr. Jones concluded, "we are going to have blotches of overheating and softening."

The preliminary figures from the Bureau of Economic Analysis show:

Gross national product — the market value of the nation's output of goods and services — rose $32 billion or 10.4 percent at an annual rate in the third quarter to reach a seasonally adjusted annual rate of $1,304 billion. In the second quarter, GNP had increased $29.5 billion or 9.9 percent at an annual rate.

Real output (GNP adjusted for price changes) rose at an annual rate of 3.6 percent, compared with 2.4 percent in the second quarter. Prices, as measured by the implicit price deflator for GNP, increased at an annual rate of 6.7 percent, compared with 7.3 percent in the second quarter.

Homebuilding declines

In real terms (after adjustment for inflation), homebuilding showed a sharp decline in the third quarter, reflecting the drop in housing starts from the all-time peak levels of earlier in the year. The strongest sector was business investment, both in equipment and structures, and inventory investment also registered a substantial increase. Total personal consumption expenditures rose only moderately because of a decrease in purchase of durables, mainly automobiles. State and local government purchases increased substantially but this was largely offset by a decline at the federal level.

In current-dollar terms (without adjustment for inflation), the following developments were evident in the various sectors:

- Inventory investment rose from $4.5 billion in the second quarter to $8.7 billion in the third, an increase of $4.2 billion. Inventory investment had declined slightly in the second quarter.
- Personal consumption expenditures increased $17.8 billion in the third quarter, compared with $16.2 billion in the second quarter. Purchases of nondurable goods rose $10.5 billion, compared with $8.1 billion in the second quarter. Purchases of services rose $7.9 billion, compared with $7.6 billion in the second quarter. Purchases of durables declined $.7 billion, compared with an increase of $.6 billion in the second quarter.
- Business fixed investment increased $4.6 billion in the third quarter, compared with $3.2 billion in the second. Nonresidential construction outlays were up $2.8 billion while purchases of equipment rose $1.9 billion. Second quarter increases were $1.9 billion in construction and $1.4 billion in equipment.
- Residential construction outlays declined $.3 billion in the third quarter, reflecting the downturn in housing starts. Homebuilding had increased $.6 billion in the second quarter.
- Based on incomplete data, net exports of goods and services appear to have increased about $1 billion in the third quarter. Both exports and imports showed substantial increases as a result of sharp price rises.
- Federal Government purchases of goods and services declined $.2 billion in the third quarter, against an increase of $1.8 billion in the second. The decrease occurred in defense spending, which declined $.6 billion following a $.1 billion reduction in the second quarter. Non-defense spending increased $.4 billion, compared with $1.9 billion in the second quarter. State and local government purchases rose $4.8 billion in the third quarter, compared with $5 billion in the second.

Disposable (after-tax) personal income rose $21.2 billion in the third quarter, exceeding the increase in personal outlays. Personal savings increased from $51 billion in the second quarter to $53.4 billion in the third. The saving rate (saving as a percentage of disposable income) was 6 percent, virtually unchanged from the 5.9 percent in the second quarter.

Private Housing Starts Decline In September

Privately-owned housing starts in September were at an annual rate of 1,763,000 units on a seasonally adjusted basis, the Census Bureau has reported.

The rate in August was 2,066,000 units and the September 1972 rate was 2,426,000 units. Starts of privately-owned single-family homes on a seasonally adjusted annual rate basis, amounted to 985,000 units. Structures with five or more units accounted for 684,000 units of the housing starts total and structures with two to four units accounted for 94,000 units.

Housing peak

Housing starts were down about 30 percent from the all-time peak reached in February and 27 percent below a year ago. The decline reflected both an expected tapering off from the boom levels of late 1972 and early 1973 and the effect of tight money and high interest rates.

The number of new privately owned housing units authorized by the 14,000 permit-issuing places in the United States was at a seasonally adjusted annual rate of 1,604,000 units in September compared with a rate of 1,750,000 units in August and a rate of 2,366,000 in September 1972. September authorizations of single-family units amounted to 779,000 units on a seasonally adjusted annual rate basis. Structures with five or more housing units accounted for 727,000 units and structures with two to four units accounted for 98,000 units.

Housing starts and building permit data do not include mobile home units.

—Census Bureau

Lessons From *Sea Witch* Studied For Methods To Improve Vessels

Examination of the destruction on the Container Vessel *Sea Witch* caused by the disastrous fire in New York Harbor June 2 does not indicate a need for changes in the structural requirements of containers.

At the same time, the fire pointed up the need for changing the current practice of identifying containers by markings, because the identifying labels and decals of many of the containers burned off. Thus, it is recommended that a permanent mark or serial number be stamped into a structural member of a container in such a way that it will likely survive most fires or mishaps.

These conclusions drawn from a study of the *Sea Witch* disaster were announced by Bernard M. Collins, Chief of the Division of Intermodal Transport of the Maritime Administration, at a symposium on the subject held in the Commerce Department auditorium Oct. 10.

The symposium, which was arranged at the request of numerous interested companies and associations, was attended by about 150 industry leaders, government officials, and others. The discussion was limited to the behavior of the cargo containers during and after the fire and did not include the cause of the fire, the extent of the liability or the performance of personnel—matters to be determined by the U.S. Coast Guard.

The *Sea Witch* disaster, which occurred shortly after midnight June 2, was the first involving a major fire on board a containership. The scene of the accident was the Narrows Channel between Upper and Lower New York Bays, just north of the Verrazano Bridge linking Brooklyn and Staten Island. The *Sea Witch* collided with the Belgian tanker *Esso Brussels* amidships, rupturing the tanker's cargo tanks and discharging and igniting the Nigerian crude oil with which the tanker was loaded. The tanker carried two million cubic feet of Nigerian crude, which is similar to gasoline.

The collision and fire caused 16 deaths, three on the *Sea Witch* and 13 on the *Esso Brussels*, which was anchored at the time. The outbound *Sea Witch* had 730 containers on board, 285 on deck and 445 below deck. All of the containers on deck were destroyed, and of those below deck 29 were totally destroyed and 15 partially damaged.

The heat generated by the *Sea Witch* fire was calculated at between 1,200 and 1,500 degrees Fahrenheit. Under such intense heat, the three types of containers exposed to the full force of the fire were destroyed. These were steel, aluminum and fiberglass-reinforced plastic plywood (FRP). The steel containers in some cases appeared to hold up better than the others, but even in these cases the steel was so changed by the fire that the containers could not be used again, and the wooden floors were totally consumed, Collins said.

The havoc wrought by the fire was shown and explained at the symposium by a slide presentation. Persons attending thus were given a detailed view of what a fire of the intensity of that occurring on the *Sea Witch* will be to the ship and containers of all types used.

One "common denominator" of the containers, it was explained at the symposium, was that the flooring was made of laminated hardwood which will ignite and burn in a heat of 750 degrees or more Fahrenheit. At the same time, speakers noted a problem in the flooring, since the laminated hardwood is used because it is strong, tough and resilient, able to take shocks, and can accept the use of nails for securing cargo inside the container.

Some companies are said to be coming up with substitute flooring materials, but the substitutes are quite a bit more expensive. Besides it is not likely that even the substitutes would have survived such a fire as that on the *Sea Witch*, experts explained. Thus even though wood is combustible, it is expected to continue in popular usage.

Chairman was Armour S. Armstrong, Chief of the Office of Ports and Intermodal Systems, Maritime Administration. Panelists were: Vincent G. Grey, Program Manager, Equipment and Systems Design, Maritime Administration; M. W. Allen, Executive Director, and William Crawford, Vice President, Marine Container Equipment Certification Corporation; and Captain M. H. Allen, of the Office of Merchant Marine Safety, Container Certification Section, U.S. Coast Guard; and Captain Adam S. Zabinski, of the Office of Merchant Marine Safety of the Coast Guard and member of the investigation board.

Fishing Vessel Master Fined For Fishing Off Alaska

The master of a Japanese fishing vessel has been fined $20,000 and a $200,000 levy made against his vessel for illegal fishing operations off Alaska.

He had pleaded guilty in U.S. District Court in Anchorage.

A fisheries enforcement agent from National Oceanic and Atmospheric Administration's Marine Fisheries Service aboard the U.S. Coast Guard Cutter *Jarvis* when it and another Coast Guard Cutter overtook the 170-foot Japanese ship about 150 miles northwest of Dutch harbor in the Aleutians after a 13-hour chase. The vessel had been observed hauling in her nets about nine miles off Akutan Island when the chase began.

Following the court hearing, master and vessel — the *Mitsu Maru No. 30* — were released and departed for open waters.

West Coast Calibration Centers To Cut Business Costs, Down Time

Two new West Coast calibration centers will save that area's producers and users of ocean instruments the expense of shipping them to Washington, D.C., as previously required.

National Oceanic and Atmospheric Administration's Northwest Regional Calibration Center at Bellevue, Wash., and the Southwest Regional Calibration Center at San Diego will insure high standards of oceanic data through the testing and calibration of oceanographic instruments and related equipment. Their facilities and services are available on a reimbursable basis to federal, state and local government agencies, academic institutions, and industrial concerns. The west coast facilities will materially reduce transportation costs and calibration turnaround time for instruments used in Pacific oceanographic activities, which previously were shipped to NOAA's National Oceanographic Instrumentation Center in Washington.

A third regional center is located near Bay St. Louis, Miss.

Both Pacific coast facilities are being operated for NOAA under contract, that in Bellevue by the Oceanographic Institute of Washington and the San Diego facility by the Marine Physical Laboratory of the University of California's Scripps Institution of Oceanography.

The Northwest Regional Calibration Center provides facilities for the calibration of reversing thermometers for accurate ocean and water temperatures and instruments and instrument systems for the measurement of temperature, conductivity, salinity, and velocity of sound and pressure. Equipment which can be calibrated at the center includes that used in the field and from ships, commonly referred to as CTD's, STD's, CTDSV, and STDSV, as well as laboratory instruments, such as lab salinometers, thermometers, and conductivity meters. As the center progresses, various other capabilities in marine instrument calibration will be provided.

The San Diego center is presently concerned with calibration servicing and minor repair of oceanographic instruments. Its servicing capabilities include pressure, temperature and salinity calibrations. New methods and techniques for such calibrations will be evaluated.

Provision for calibrating parameters related to water pollution and other factors involved in coastal zone and intertidal waterway environmental problems is expected to be available through both regional centers in the future.

The San Diego facility, located at 9284 Balboa Ave., will serve California and Hawaii, while the Bellevue center, located at 300 120th Ave., N.E., Benroya Business Park, Bldg. 6, will handle Alaska, British Columbia, Idaho, Montana, Washington, Oregon and three coastal counties of northern California.

Gulf Oyster Industry Gets New Lease On Life

The Gulf Coast oyster industry, an important part of the national supply of marine foods and badly damaged during spring floods, gained a new lease on life from a $213,620 award made this month by Commerce's National Oceanic and Atmospheric Administration.

Funds for restoration of oyster resources in Alabama, Louisiana and Mississippi were made available to those states under provisions of the Commercial Fisheries Research and Development Act. Apportionment, based on the extent of destruction of oyster reefs in each state, awarded $79,060 to Alabama; $85,488, Louisiana, $49,132, Mississippi. Funds are administered through the National Marine Fisheries Service under grant-in-aid awards from the NMFS Southeast Regional Office, St. Petersburg. Requests for $482,396 additional funding are under consideration.

Flooding by muddy fresh water entering the grounds on which the oysters are cultivated resulted in heavy deposits of silt and growth of marine organisms on the material (called cultch) which furnishes points of attachment for baby oysters, or spats. Unless new cultch is promptly planted, growth and development of new oyster generations can be seriously inhibited and future supplies of the valuable crop endangered.

To qualify for funds under the section to alleviate resource disasters, a state must clearly demonstrate that a commercial fishery failure has occurred because of natural or undetermined causes.

U.S. Shipyards Deliver Vanship, Bulk Carriers

A roll-on, roll-off vanship and three bulk carriers were delivered from American shipyards during August, the Maritime Administration's Merchant Marine Data Sheet shows.

The active privately-owned sector of the U.S. merchant marine consisted of 568 vessels, comprising almost 13 million deadweight tons on Sept. 1, according to the data sheet. The active private fleet consisted of 180 freighters, 230 tankers, 29 bulk carriers, 123 intermodal ships, and six combination passenger-cargo ships.

As of Sept. 1, 79 merchant ships, totaling more than 5.5 million deadweight tons, were under construction or on order from American shipyards.

—Maritime Administration

Personal Income Rose $9.9 Billion In September

Personal income rose $9.9 billion in September to a seasonally adjusted annual rate of $1,057.2 billion, says Commerce's Bureau of Economic Analysis. Revised data show that personal income increased $11.7 billion in August.

Wage and salary disbursements rose $5.7 billion, the same as in August. All major industry groups registered gains. Commodity-producing industries rose $2.9 billion; distributive industries $.9 billion; services, $1.1 billion; and government, $.8 billion.

Manufacturing payrolls increased $2.4 billion, compared with $.8 billion in August. The advance resulted mostly from a longer work week and higher hourly earnings as employment showed a small increase. Most industries showed small to moderate gains. The largest gains were in durable goods industries, especially in transportation equipment, primary and fabricated metals, machinery, and electrical equipment. Most nondurable goods industry payroll gains were small.

Farm proprietors' income has advanced at a strong pace for the past three months.

In the first nine months of the year, farm income was 28 percent above a year ago.

Total personal income in the first nine months of 1973 was at a seasonally adjusted annual rate of $1,020.8 billion. That was $93.9 billion, or 10.1 percent, above the comparable 1972 period. For the corresponding period in 1972, the advance over the preceding year was 8.2 percent.

Details of personal income in September and other recent periods are available in the *Survey of Current Business*, published monthly and available at annual subscription rates.

Calendar For Businessmen

Nov. 1 — Memphis — Mid-South Business Outlook Conference at Memphis State University. Dr. Sidney Lewis Jones, Assistant Secretary for Economic Affairs, will be the speaker. Sponsors are the College of Business Administration and Bureau of Business and Economic Research at Memphis State University.

Nov. 5—San Juan, P.R. — National Maritime Union Council meeting. Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, will be guest speaker.

Nov. 5-9 — San Francisco — Conference on Business and the Environment, sponsored by the University of Santa Clara School of Law and Federal Publications, Inc. For information, Federal Publications, Inc., 1725 K St., N.W., Washington, D.C. 20006.

Nov. 5-7 — Washington, D.C. — Council for Urban Economic Development Annual Conference, co-sponsored by 21 organizations. For information, CUED, 1620 Eye St., N.W., Washington, D.C. 20006. Phone: 202-293-6911.

Nov. 8-9 — Washington, D.C. — National Planning Association, business advisory council meeting. "Collective Bargaining of the Coming Years," is the topic. For information, Mike Carbine, NPA, Washington, D.C. Phone: 202-265-7685.

Nov. 13-15 — Atlanta — National Association of State Development Agencies, annual international conference. For information, Jack Cawthorne, NASDA, Washington. Phone: 202-331-7880.

Nov. 15 — White Plains, N.Y. — Business Opportunity Federal Procurement Conference. For information, Lee Greif, Administrative Assistant to U.S. Rep. Peter A. Peyser, 1133 Longworth House Office Building, Washington. 202-225-5536.

Nov. 27-28 — Milwaukee — Conference on Port Planning and Development, sponsored by University of Milwaukee, Center for Great Lakes Studies.

Nov. 30 — Jamaica, N.Y. — Business Opportunity Federal Procurement Conference. For information, Richard R. White, Jamaica Chamber of Commerce, 89-31 161st St., Jamaica, N.Y. 11432. Phone: 212-657-4800.

Dec. 4-5 — Philadelphia — Environmental Law, two-day practical course for managers and engineers, sponsored by International Association for Pollution Control. For information, IAPC, 4733 Bethesda Ave., N.W., Suite 303, Washington, D.C. 20014. Phone: 301-652-3420.

Dec. 6 — Washington, D.C. — Atomic Industrial Forum Seminar on Nuclear Merchant Ships.

Jan. 6-9, 1974 — New York — 63rd annual convention of National Retail Merchants Association. For information, Convention Coordinator, 100 W. 31st St., New York, N.Y. 10001.

March 4-5, 1974 — Louisville — Fourth Environmental Engineering Conference, sponsored by International Association for Pollution Control and University of Louisville.

April 1-4, 1974 — Detroit — Water and Wastewater Manufacturers Association, Industrial Water and Pollution Conference and Exposition. For information, Robert C. Hughes, 744 Broad St., Newark, N.J. 07102.

May 14-16, 1974 — Washington, D.C. — Fourth Marine Pollution Control Conference sponsored by the International Association for Pollution Control.

INTERNATIONAL COMMERCE REPORT

- **Strategy sessions by Commerce, State Departments on Latin trade**
- **Program of National Foreign Trade Convention**
- **Report on first Latin American aerospace show**
- **Canada's current economic situation, and a new packaging law**
- **Review of French trade since 1964**
- **Summary of current Australian commercial developments**

U.S. Scores Gains In Share Of Key Markets

Overall imports by most major trading partners of the United States expanded at a faster rate during the latest 12 months for which data are available—generally through June or July 1973. Moreover, virtually all countries, as shown in the accompanying table, reported a higher level of imports. More than half posted gains of one-fifth or more when their purchases of foreign products are expressed in U.S. dollars.

At the same time, the rate of increase in the value of goods imported from the United States, with few exceptions, was also greater than in the preceding period. The widespread advances in trade enabled this country to improve or maintain its position in more than half the markets, a higher ratio than has been typical in recent years.

The steep increase in imports from the United States and other sources, despite continuing exchange rate uncertainties, was spurred by the worldwide economic boom as well as strong demand for agricultural commodities. Inflationary pressures intensified as industrial output was expanded and excess capacity and supplies were utilized. The resulting rapid rise in prices of internationally-traded commodities contributed importantly to the boost in import values.

The substantial currency realignments since the spring of 1971 have tended to raise foreign trade values measured in U.S. dollars. Trade of countries whose currencies have appreciated relative to the dollar shows greater percentage increases than when expressed in national currencies. Imports by Germany and Switzerland in the year ending July 1973, for example, rose twice as rapidly in dollar terms as in their own currencies. On the other hand, in the relatively few cases, such as the United Kingdom, where monetary units have depreciated, trade valued in U.S. dollars shows smaller percentage increases.

To ensure continuity with previous articles in this series, the trade and share analysis that follows is based on data expressed in U.S. dollars using exchange rates prevailing in each period. Non-dollar reserves are measured in the same manner.

Imports from U.S. climb

Purchases of U.S. goods expanded in each of the 10 largest trading nations, in most cases by at least one-fifth. This country's standing improved in France, Switzerland, Canada, and the Netherlands while holding even in Japan and the United Kingdom.

French imports from the United States climbed steeply by 38 percent, exceeding by several points the rise from other suppliers. As a result, the recurring losses in this country's market position were halted. Higher arrivals of aircraft contributed the most to the overall U.S. gain but the inflow of power generating machinery, tractor parts, and farm products, such as animal feedstuffs and soybeans, also rose significantly.

Similarly, imports into Switzerland from this country were buoyed by larger purchases of aircraft and animal feedstuffs. Increased imports of tubes, transistors and semiconductors as well as organic chemicals also helped improve the U.S. position in that market.

The expansion of one-fourth in purchases of U.S. goods by Canada and the Netherlands resulted in enlargement of this country's shares there too. The import gain in Canada was again largely attributable to increases in automotive products. Entries of passenger cars and trucks were especially buoyant while those of auto parts for assembly climbed substantially. Although U.S. farm products contributed only marginally to the greater inflow into Canada, they were by far the most important factor in the case of the Netherlands. Strong increases in Dutch imports of U.S. corn, oilseeds, animal feedstuffs, and wheat were only partially offset by reductions in receipts of aircraft.

World Market

The 44 markets shown below accounted for 88 percent of 1972 imports

Values in millions of dollars | Published

Country	1972 Imports			1973 Imports January through latest month				Import change in latest available 12-month period*		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1972	1973
Germany, Fed. Rep.	39,763	3,339	8.4	July	30,290	2,566	8.5	+ 26	+ 20	22,940	32,295
United Kingdom	28,041	2,949	10.5	Aug.	24,756	2,541	10.3	+ 32	+ 32	7,724	7,013
France	26,573	2,156	8.1	July	20,583	1,785	8.7	+ 31	+ 38	9,398	11,593
Japan	23,494	5,862	25.0	July	19,992	5,017	25.1	+ 47	+ 47	15,844	15,199
Canada	20,474	14,156	69.1	Aug.	16,189	11,464	70.8	+ 22	+ 25	6,218	6,046
Italy	19,282	1,592	8.3	June	12,192	1,051	8.6	+ 29	+ 22	6,431	6,013
Netherlands	17,393	1,408	8.1	May	9,356	891	9.5	+ 19	+ 25	4,388	5,875
Belgium-Luxembourg	15,607	860	5.5	Apr.	6,422	344	5.4	+ 23	+ 16	3,844	5,057
Switzerland	8,465	611	7.2	July	6,092	399	6.5	+ 24	+ 32	7,018	8,222
Sweden	8,063	583	7.2	June	4,764	319	6.7	+ 17	+ 10	1,394	2,379
Spain	6,631	1,048	15.8	June	4,469	850	19.0	+ 38	+ 53	4,104	5,771
Austria	5,209	168	3.2	July	3,859	120	3.1	+ 33	+ 18	2,486	2,896
Australia	5,169	1,097	21.2	May	2,644	535	20.2	+ 8	+ 2	4,578	6,135
Denmark	4,936	346	7.0	July	3,973	280	7.1	+ 29	+ 8	786	1,165
Norway	4,368	257	6.1	July	3,363	188	5.6	+ 27	+ 27	1,289	1,579
South Africa, Rep.	4,012	663	16.5	Feb.	736	125	16.9	− 7	− 10	1,069	1,801
Hong Kong	3,892	464	11.9	July	2,851	344	12.1	+ 26	+ 29	(1)	(1)
Singapore	3,383	475	14.0	May	1,746	251	14.4	+ 26	+ 35	740	[2]1,030
Yugoslavia	3,228	199	6.2	June	1,989	97	4.9	+ 24	+ 29	467	1,039
Finland	3,198	140	4.4	July	2,284	116	5.1	+ 19	+ 34	805	583
Mexico	2,936	1,775	60.5	Mar.	1,075	743	69.1	+ 39	+ 45	1,175	[3]1,261
Korea, Rep.	2,557	647	25.3	May	1,554	480	30.9	+ 31	+ 27	611	902

Note: The countries shown above include the 44 major importers of U.S. merchandise in 1972 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Canada, Panama, Philippines, and Republic of South Africa. Reserves include official holdings of gold and foreign exchange, the gold tranche position, and Special Drawing Rights in the International Monetary Fund.

Although Japan and the United Kingdom stepped up their imports from this country by nearly one-half and one-third, respectively, those from other sources grew at the same pace. Japan sharply expanded its purchases of U.S. corn, soybeans, wheat, and meat as well as industrial supplies such as logs, ferrous scrap, and chemicals. Arrivals of aircraft, on the other hand, declined sharply. In the United Kingdom, the U.S. advance was mainly attributable to larger imports of coal, corn, chemicals, and machinery.

Share down in Italy, Germany

Despite substantial advances of one-fifth in Italian and German purchases from the United States, this country lost share in both markets. Italy's increases were mainly in U.S. corn, oilseed cake, and lumber. Reductions in receipts of aircraft and parts for nonelec-

Imports And Currency Changes

The appreciation of major currencies relative to the U.S. dollar since the spring of 1971 raised the dollar value of imports into most large trading countries more than the value measured in national currencies or, in certain cases, resulted in a smaller decline. The table compares growth rates of selected countries' imports on the two bases of valuation.

Imports Changes, Year-to-Year*

Percent

Country	Latest month	*From World* Based on U.S. dollars	*From World* Based on national currencies	*From United States* Based on U.S. dollars	*From United States* Based on national currencies
Germany, Fed. Rep.	July	+26	+13	+20	+ 8
United Kingdom	Aug.	[1]+32	+37	+32	+37
France	July	+31	+18	+38	+23
Japan	July	+47	+32	+47	+32
Canada	Aug.	+22	+22	+25	+25
Italy	June	+29	+26	+22	+19
Netherlands	May	+19	+13	+25	+17
Belgium-Luxembourg	Apr.	+23	+14	+16	+ 7

* Percentage changes are for latest 12 months compared with preceding 12 months.

1 Reflects depreciation of the pound relative to the dollar.

into all free-world markets and 87 percent of imports from the U.S.

quarterly

Country	1972 Imports			1973 Imports January through latest month				Import change in latest available 12-month period*		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1972	1973
Taiwan	2,520	545	21.6	June	1,562	390	25.0	+ 29	+ 39	606	1,241
Iran	2,410	407	16.9	Mar.	824	135	16.4	+ 25	+ 46	824	1,188
Greece	2,355	146	6.2	Apr.	931	57	6.1	+ 18	2	736	1,103
India	2,240	328	14.7	......	....	....		— 7	42	1,253	[4]1,307
Portugal	2,227	198	8.9	July	1,307	120	9.2	+ 13	+ 3	1,998	2,634
Ireland	2,107	161	7.6	Mar.	633	49	7.8	+ 21	+ 35	1,039	1,039
Israel	1,983	373	18.9	June	1,399	272	19.5	+ 32	+ 22	1,080	1,427
Argentina	[5]1,910	[5]386	[5]20.2	......	....	....		[5]+ 2	[5] 7	242	817
Turkey	1,508	175	11.6	May	774	82	10.7	+ 45	+ 44	860	1,827
Nigeria	1,500	157	10.4	Mar.	490	51	10.3	— 1	26	329	575
Thailand	1,485	233	15.7	Mar.	414	65	15.8	+ 17	+ 34	1,067	1,300
Indonesia	1,438	218	15.2	Jan.	172	36	20.8	+ 31	+ 37	354	745
Philippines	1,380	352	25.5	Apr.	443	114	25.7	+ 2	+ 9	463	845
Malaysia, West	1,350	119	8.9	May	695	54	7.8	+ 29	+ 96	[6]920	[6]1,219
Egypt	[5]892	[5]80	[5]9.0	......	....	....		[5]— 3	[5]+ 57	177	191
Peru	797	237	29.8	Jan.	60	17	28.7	+ 5	+ 11	441	479
Morocco	767	58	7.6	May	424	36	8.5	+ 26	27	262	292
Trinidad & Tobago	756	140	18.5	Feb.	120	23	19.3	+ 8	+ 1	85	48
Pakistan [7]	667	143	21.5	July	487	115	23.5	+ 11	+ 36	284	469
Panama	438	152	34.7	Mar.	97	33	34.4	+ 9	+ 4	665	[8]933
Costa Rica	373	123	32.9	Feb.	61	21	34.1	+ 8	+ 10	32	36
Guatemala	324	104	32.0	......	....	....		+ 7	+ 7	104	215

* Compared with preceding 12-month period.

[1] Not available. [2] End of January. [3] End of May. [4] End of April. [5] Estimated from partial year data. [6] Includes East Malaysia. [7] Prior to December 1971, data include former East Pakistan (Bangladesh). [8] End of March.

Source: Official trade statistics of listed countries.
International Monetary Fund, *International Financial Statistics.*

tric machinery partially offset these gains.

Germany also expanded imports of a variety of products, including wheat, oilcake, electrical equipment, computers, and plastics. Significantly lower purchases of defense items, however, limited the U.S. rise.

Several of the smaller developed nations stepped up their purchases from the United States more sharply than from other sources. The inflow of U.S. goods into Spain advanced by more than 50 percent in the year ending June 1973. Arrivals of soybeans rose substantially, but the main impetus for the gain came from increases in aircraft and corn. The last two products were also instrumental in boosting Yugoslavia's imports from this country, although animal feedstuffs and wheat contributed as well.

Strong gains in absolute terms and in relation to competitors were also recorded in Ireland and Finland where receipts of U.S. goods rose by more than one-third. Elsewhere in Europe, however, the U.S. relative position weakened, notably in Austria and Denmark, despite the larger inflow from this country, and in Portugal and Greece where moderate decreases were reported.

Mexico, the nation's leading market among the developing areas, expanded its imports of U.S. goods by more than two-fifths. Arrivals were especially expansive in the case of motor vehicle and tractor parts, telecommunications equipment including television components for assembly, and construction and mining equipment. At the same time, larger purchases of iron and steel products, ferrous scrap, and corn also contributed to the overall improvement in the U.S. share of the Mexican import market.

Among the developing nations of East and South Asia, Malaysia's imports of U.S. goods nearly doubled in the latest 12-month period —more than three times the rise from other sources—due primarily to an upsurge in receipts of aircraft. Taiwan, Singapore, and Hong Kong likewise posted significant increases in purchases from this country. In those three areas, the U.S. share was strengthened, in part from a greater inflow of tubes, transistors, and semiconductors. Arrivals in Taiwan were also buoyed by telecommunications equipment and wheat; in Singapore, by construction and mining equipment and chemicals, and in Hong Kong, by diamonds and textile fibers. The U.S. position similarly improved in Pakistan and Thailand as receipts of goods from this country rose by one-third. Data from other areas indicate that the U.S. performance was strong in Iran, but comparatively weak in Israel and Nigeria and uneven in Latin America.

Reserves advance strongly

Official reserves continued to expand significantly in the latest reporting period. Holdings of the 44 countries listed in the table climbed by about one-fourth to nearly $145 billion during the twelve months ending June 30, 1973. The higher valuation of reserve assets other than dollars resulting from the devaluation of the dollar in February and other currency realignments this year contributed much of the overall gain. Although developed nations accounted for the bulk of the rise, holdings of developing areas expanded twice as rapidly.

Germany posted the largest increase in adding nearly $9½ billion to its reserves. The major portion of the gain accrued during the first three months of 1973 as the central bank intervened in foreign exchange markets to bolster weaker currencies and the trade surplus grew even larger. French holdings rose by more than $2 billion due primarily to support operations in behalf of the dollar especially in March and the German mark and the Dutch guilder toward midyear.

Five other countries increased their reserves by more than $1 billion. Spain benefited from rising tourist receipts and workers remittances while Australia's trade surplus widened and capital inflows remained strong in the last half of 1972. Gains by both the Netherlands and Belgium resulted mainly from exchange market operations in the first three months of 1973. Switzerland, on the other hand, recorded relatively steady increases except for the final quarter of 1972.

Several of the smaller developed nations and some developing countries more than doubled their official holdings. The advances in Yugoslavia and Turkey were largely attributable to increased workers' remittances and bigger earnings from tourism. Gains by Argentina and Taiwan, on the other hand, were based on improved trade balances coupled with greater capital inflows.

The United Kingdom and Japan recorded the largest declines in reserves. Although official overseas borrowing in the second quarter of 1973 boosted British reserves, it was not sufficient to offset losses in the last half of 1972. Japan, on the other hand, increased holdings strongly until the opening months of 1973 when a weakening trade balance and large outflows of long term capital resulted in a net reduction for the period as a whole.

VIRGINIA HONORS—*Horace P. Edmond, Jr., the Richmond Export-Import Club president (left), congratulates "E" flag holders J. Anthony Gauntley and W. Brooks George, president and board chairman of the House of Edgeworth, who flank Commerce Department official William W. Blunt, Jr. The firm exports smoking tobacco.*

IN CALIFORNIA—*Richard P. Hausman, and Dean L. Stubblefield, chairman and president of Allergan International, Irvine, Calif., pharmaceutical firm, receive "E" from Los Angeles District Office director Dr. Stanley K. Crook (right).*

The Point Of An 'E'

What does an "E" Award mean? Presidential recognition for aid to the nation's trade balance, certainly (see White House Conference story on Page 9). Also, a chance to make a point to employees, management, community.

American-Lincoln, a division of the diversified Ohio company, Scott & Fetzer, won an "E" recently for selling commercial and industrial floor maintenance equipment overseas. At the ceremony the firm bannered "Exports Create Jobs—One Out of Every Six at A/L Depends on Exports." The ceremonial podium was a set of packing crates with overseas destinations. The

The Secretary of Commerce

IN NEW JERSEY—*F. Arthur Mayes (right), president of AFIA, with Wayne, N.J., Mayor Newton E. Miller (center) and C. R. Lincoln, of Commerce Newark Office.*

AN-LINCOLN
PORTS CREATE JOBS
e out of Every Si
/L Depend on Ex
The Secretary of Commerce
Commerce Union Bank

TENNESSEE AND OHIO HONORS—*The American-Lincoln division of Scott & Fetzer, Bowling Green, O., tells its "E" story as Wayne Crooks and Frank Kaplan of the international sales section raise the flag. In Memphis group (from left) are Edward Potter, board chairman of Commerce Union Bank; Bradford H. Rice, Commerce Memphis District Office director; Polly D. Smith and Jay Austin, Commerce Union Bank officials. American-Lincoln exports industrial floor care equipment.*

"E" flag-raising was spliced into an export expansion seminar for 33 Scott & Fetzer division heads.

Commerce Union Bank of Memphis has been sounding its own export expansion charge across Tennessee, Kentucky and Alabama since it founded an international department three years ago. Its new "E" reflects its educational work at seminars, a trade mission to Eastern Europe, and export consulting services.

Also, for AFIA Worldwide Insurance's award, the Mayor of Wayne, N.J., helped salute the 65-year-old firm that is, in effect, manager in 80 foreign countries for 10 U.S. insurance firms.

Honors went to the House of Edgeworth, which has been exporting smoking tobacco since the turn of the century, now to 70 countries.

The Richmond Export-Import Club helped hoist the "E" flag.

The Ritter Co. of Rochester, N.Y., and Allergan International, of Irvine, Calif., one in dental tools, the other in ophthalmic supplies, were honored for export success in these highly-specialized markets.

Productivity-conscious customers overseas helped win "E's" for Industrial Nucleonics, Inc., Columbus, O., producer of sophisticated automated management and control systems for manufacturing industries, and the Machine Division, Seymour Foods, Topeka, maker of special egg processing machinery.

DEPARTMENT OF COMMERCE
The Secretary of Commerce

RECOGNITION TO OHIOANS—*S. John Byington (left), National Export Marketing Manager, Bureau of International Commerce, presents "E" to David L. Nelson, president, Industrial Nucleonics Corp., Columbus.*

The Secretary of Commerce
Ritter Company
The Secretary of Commerce
Seymour Foods, Inc
Machine Division

FROM EAST AND WEST—*New York Rep. Barber B. Conable, Jr., is flanked (left photo) by executives of the Sybron Corporation's Ritter Co., Joseph Stembler, president, and Julian Ruiz, international marketing director. Ritter is in Rochester, N.Y. In Topeka, Kansas, Orville R. Anderson, vice president, Machine Division of Seymour Foods (right) receives certificate from George H. Payne of the Commerce Kansas City District Office. Ritter makes dental tools, Seymour egg processing lines.*

Overseas Buyers Heading For 'VIP' Status In N.Y.

At least 17 charter groups form the vanguard of an expected several thousand foreign businessmen who will attend the 58th National Hotel and Motel Educational Exposition in New York Nov. 5-8, endorsed as this year's "Visit, Investigate and Purchase" (V.I.P.) promotion of the New York Regional Export Expansion Council.

The groups, accounting for nearly 1,700 show visitors, are coming from Australia, Belgium, England, Finland, France, Germany, the Netherlands, Japan, Sweden, Scotland and Switzerland.

The hotel exposition, to be held at the New York Coliseum, marks the eighth major industry exhibition endorsed by the New York REEC for the V.I.P. Program which it pioneered in 1966 as a joint government-industry stimulus to U.S. export expansion.

Tourism and institutional officials throughout the world (as potential buyers) were invited through the REEC-coordinated efforts of the travel industry, international banks, trade associations, transport lines and show exhibitors as well as through the U.S. Commerce Department and its trade and tourism promotion offices abroad. Literature in six major languages carries an official invitation by the Secretary of Commerce.

Once at the exposition, the foreign visitors will be identified to exhibitors by their distinctive "V.I.P." badges and they will have the use of a V.I.P. Lounge in the Coliseum. There counseling services will be available on matters of trade, financing and transportation through REEC members and other participating government and business organizations. Language interpreters also are on hand throughout the show period.

BUSINESSMAN'S VIEWS—*Addressing U.S. Commercial Officers from the Caribbean and Latin American posts at a joint Commerce-State Department strategy session was Hector Ledesma, San Juan, Puerto Rico, banker and Regional Export Expansion Council leader.*

Strategy Sessions Will Aid U.S. Thrust In Latin Markets

U.S. trade strategy in Latin American markets will be sharpened by the Departments of Commerce and State, in the wake of meetings in Rio de Janeiro, Brazil, and San Juan, Puerto Rico, that brought together officials of the departments with U.S. Commercial Officers in the Hemisphere.

The sessions had these highlights:

► Detailed discussion of the particular commercial programs developed specifically for the Latin American economies;

► Presentation of the progress that has been made in following up on recommendations made by the Office of Management and Budget to improve U.S. commercial services overseas;

► Discussions on the Country Commercial Program, a marketing plan developed by Commerce and State that sets specific goals for the commercial section of the Foreign Service posts, and provides support from Washington;

► In Puerto Rico, a discussion of the specific export promotion efforts being made locally by the Commonwealth, that will help to improve the U.S. balance of trade; and in Rio a businessman's panel;

► A joint presentation by the Office of Field Operations and representatives of the Foreign Service to discuss ways of improving the interaction among Washington agencies, Commerce District Offices, and the Foreign Service posts.

In addition, representatives of the Department of Labor, the Export-Import Bank, the Inter-American Development Bank, the U.S. Information Agency, and the Foreign Credit Insurance Association addressed the sessions.

Tilton H. Dobbin, Assistant Secretary of Commerce for Domestic and International Business, Marinus van Gessel, Deputy Assistant Secretary of Commerce for Domestic and International Business, and Daniel Searby, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities, led the discussions. U.S. Commercial Officers from all posts in Central and South America, Mexico, and the Caribbean were in attendance.

Negotiations, Legislation Focus Of Trade Meeting

"Particular attention will be focused this year upon issues, legislative proposals and international negotiations which are of crucial importance for American business operations," said Robert M. Norris, president of the National Foreign Trade Council, in announcing the program for the 60th National Foreign Trade Convention, to be held Nov. 12-14 at the Waldorf-Astoria Hotel in New York City.

An international trade policy session, for example, concerned with various aspects of trade reform, including legislation and multination negotiations, will hear Secretary of Commerce Frederick B. Dent; William D. Eberle, the President's Special Representative for Trade Negotiations; Dr. Richard N. Gardner, professor of law and international organization at Columbia University; and Dr. Antonie T. Knoppers, president, Merck & Co., Inc.

A balance of payments forum dealing with significance for business planning will present David T. Devlin, associate director, Bureau of Economic Analysis, U.S. Department of Commerce; James L. Burtle, vice president, W. R. Grace & Co.; Fred H. Klopstock, advisor, Federal Reserve Bank of New York, and Hector P. Prud'homme, general manager, Brown Brothers Harriman & Co.

East-West forum

Participants at an East-West trade forum which will deal with prospects, financing and technology transfers, include Steven Lazarus, Deputy Assistant Secretary of Commerce for East-West Trade; Robert P. McMenamin, vice president-marketing, International Harvester Export Co.; Vladimir Novacek, commercial counselor, Embassy of the Czechoslovak Socialist Republic, and Georgy S. Schukin, chairman, USSR Kama River Purchasing Commission.

U.S. Department of Commerce world area specialists from Washington and overseas posts will be available for special individual counseling with businessmen.

The following will be the counselors at the convention headquarters: Edward E. Keller, economic and commercial officer stationed in Algeria; G. Alonzo Stanford, commercial counselor in Brazil; B. Robert Sarich, commercial attache in Italy; Art Miyakawa, country marketing manager for Japan in the Bureau of International Commerce; and Hertha W. Heiss, director of USSR affairs in the Bureau of East-West Trade.

More than 50 industry and government speakers from Canada, Czechoslovakia, Japan, Kenya and the USSR as well as the United States will participate during the three-day meeting.

Speaking for the U.S. Government at the opening general session will be Secretary of the Treasury George P. Shultz. Charles B. McCoy, Du Pont chairman and chief executive officer, will deliver the keynote address for business as convention chairman.

Thomas A. Murphy, General Motors vice chairman, will address the World Trade Dinner. Walter B. Wriston, chairman, First National City Corp., will receive the 1973 Captain Robert Dollar Memorial Award for advancement of foreign trade.

Anatoly F. Dobrynin, Soviet Ambassador to the U.S.; Akie Morita, president of the Sony Corp., Tokyo, and Alastair Gillespie, Minister of Industry, Trade and Commerce of Canada, will address luncheon sessions.

C. Jeremy Morse, Chairman of the Deputies of the Committee of Twenty of the International Monetary Fund, will address the international monetary reform and finance session.

Panel leaders include Donald M. Kendall, board chairman, PepsiCo., Inc.; Richard D. Hill, board chairman, First National Bank of Boston; F. Arthur Mayes, president, AFIA; Gilbert E. Jones, board chairman, IBM World Trade Corp.; Cecil J. Olmstead, vice president, Texaco, Inc.; Harold C. Passer, assistant treasurer, Eastman Kodak Co.; Michael W. Curran, vice president, Chase Manhattan Bank, and William R. Gurganus, executive vice president, Procter & Gamble Co.

U.S. Exhibitors Welcome At Two European Fairs

U.S. firms are encouraged to exhibit their goods at two upcoming European trade fairs.

SPORTEXPO, April 3-7, Bordeaux, France. An educational and community sports equipment exhibit; write SPORTEXPO, Foire Internationale de Bordeaux, Parc des Expositions, 33300 Bordeaux.

Fourth International Wire Exhibition, June 25-29, Basle, Switzerland. A biennial event which attracted 130 exhibitors from 13 countries in 1972. Write Schweizer Mustermesse, Postfach, CH-4021 Basle.

Hong Kong Metal Treatment Show Seeking Exhibitors

The Hong Kong Productivity Centre is soliciting exhibitors for its show of metal surface treatment and finishing products. The exhibit will be held in the British colony's Kwung Tong industrial zone Jan. 9-15. Machinery can include grinding machines, paint and other finish applicators, and bonding equipment, light duty lathes, drill presses, and other machine tools.

Potential exhibitors should cable the Technology Division, Hong Kong Productivity Centre, Flat 4A, Wai Yip Industrial Bldg., 171 Wai Yip St., Kwun Tong, Kowloon.

Trade Fairs, Centers

Detroit Diesel Allison
as Turbines
DETROIT DIESEL ALLISON
MODELO 250 C 20

FOLLOW THROUGH—*Asst. Secretary of Commerce Tilton Dobbin, left, and Director of Commerce's Office of International Marketing Edward Krause, right, ask GM's William Johnson if everything is satisfactory at his subsidiary's booth in the Commerce exhibit at the Sao Paulo International Aerospace Show.*

First Latin Aerospace Exhibition Has Major Sales For U.S. Participants

The U.S. exhibit was the highlight of the First International Aerospace Show last month in Sao Paulo. The show, sponsored by the Brazilian Government, was the first of its kind in Latin America.

A total of 58 U.S. exhibitors, participated in the U.S. pavilion, with excellent results. Exhibited equipment included some of the latest innovations in air traffic control, aircraft communications, satellite communications, telemetry, aircraft engines, and avionics in general. There were off-the-floor sales of $1.2 million, with projections over the next 12 months of another $7.8 million in sales by new-to-export firms or firms new to the Brazilian market.

Eighteen representatives were appointed and an additional 44 agreements were under negotiation at the close of the exhibition. Several large, longrange sales were reported under negotiation at the close of the show. Attendance was estimated at 120,000, including about 10,000 business visitors.

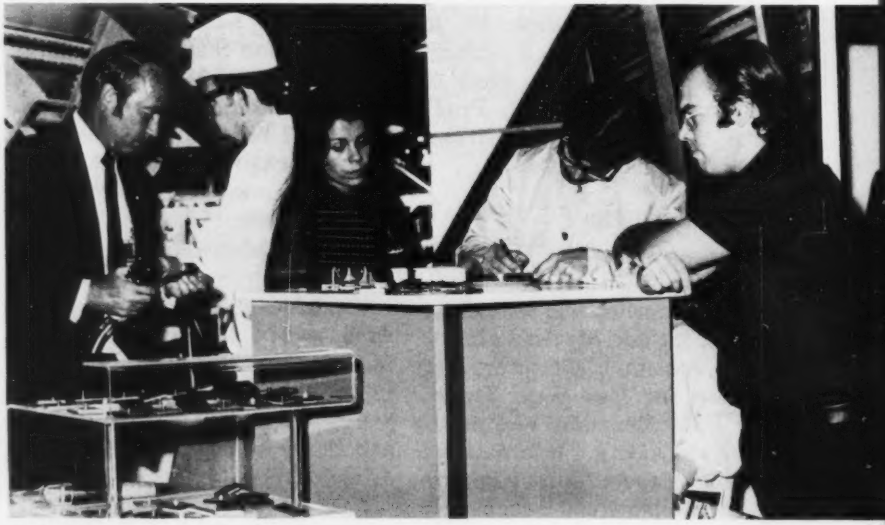
Equipment displays were housed in Anhembi Park, the largest exhibition facility in Latin America, with a flight line and demonstrations staged at San Jose dos Campos some 60 miles north of Sao Paulo.

In conjunction with the exhibition, the U.S. Department of Commerce and the Electronic Industries Assn. co-sponsored a seminar which attracted 250 leaders and technicians from the Brazilian aerospace industry. The seminar featured technical presentations by the Federal Aviation Administration, U.S. exhibitors, the Brazilian Government's Director of Airports, and the director of Brazil's national aviation company, EMBRAER.

EMR-Telemetry, producer of data gathering and telemetry systems for airport communications, reported "outstanding sales, excellent contacts, and broad market exposure throughout Latin America." Bell Helicopter Co. sold two Jet Ranger helicopters and other equipment. Other comments by company representatives included:

"The Detroit Diesel Allison objective of meeting customers and operators utilizing the model 250 engine in all South American countries was achieved."

"Without this means available to us, we (Smith Tool Company) would have been unable to bring our machinery to Brazil to demon-



INSTANT RESULTS—*It looks as if one prospective customer, second from right, couldn't wait until the Hi-Shear demonstration ended to sign on the dotted line.*

strate to prospective distributors."

Impressive follow-on sales from AEROSPACE '73 are expected, since present facilities at most of Brazil's nineteen international airports are scheduled for modernization to meet the standards of the International Civil Aviation Organization (ICAO). Brazil, with one of the fastest rates of economic development in the world for a major country, will require greatly improved communications and air transport.

U.S. Firms Invited To Two Czech Exhibits

Czechoslovakia's annual International Consumer Goods Fair will be held at Brno April 20-28. In addition, the International Food Salon (SALIMA) for foodstuffs and food industry processing equipment will be held for the first time at Brno Feb. 26-March 4.

SALIMA will feature processed foods, agricultural produce, and capital equipment for processing the following: meat, fish, and poultry; fruit and vegetables; feeds; sugar, flour, and starch; tobacco; food flavoring; fats and oils; dairy and bakery products; and frozen foods. Recent reports from Prague note good opportunities for the sale of complete food-processing plants.

U.S. firms interested in either the Consumer Goods Fair or SALIMA should write directly to Dr. Jaromir Kolacny, General Director, Brno Trade Fairs and Exhibitions, Brno, Czechoslovakia.

Bulgaria, too

Bulgaria will host an international trade fair of packaging equipment in Plovdiv, April 1-7. Three hundred firms, according to official Bulgarian publications, have been invited to attend.

U.S. firms interested in participating should contact Plovdiv International Fair authorities, Plovdiv, Georgi Dimitrov Blvd. 30 (Telex: 044432).

SURPRISING INTEREST—*Many U.S. exhibitors were surprised by the extent of Japanese interest in U.S. consumer items at a recent showing of housewares in the U.S. Tokyo Trade Center. Here, G. Carter Hansell, Overseas Sales Manager for Procter-Silex, discusses his firm's products with a prospective buyer.*

Tokyo Houseware Show Reveals Top Consumer Market

The strong sales potential for U.S. consumer goods in Japan was revealed at a recent exhibition of housewares at the U.S. Trade Center in Tokyo. This first major exhibition of its kind at the U.S. Trade Center generated an enthusiastic response from exhibitors, visitors and the press.

Many exhibitors signed representation agreements and others were under negotiation as the show closed. More than 2800 visitors registered, 640 of them from outside the Tokyo area, including wholesalers, household appliance dealers, and department store, supermarket, and trading company representatives.

Off-the-floor sales topped $570,000 and projections for the next twelve months were estimated at more than $8 million. Items displayed included electric housewares, cook-and-bakeware, glassware, kitchen tools and gadgets, serving and buffet equipment and accessories, bath and closet accessories, and major appliances.

Realignments help

Interest in U.S. consumer goods in Japan has been stimulated by the advantageous pricing brought about by the recent alignment of the yen and dollar and by increased disposable income and leisure time of the Japanese consumer. To help U.S. firms cash in on these sales opportunities, the U.S. Department of Commerce plans to hold an appropriate exhibition at the Osaka International Trade Fair in April (see story on p. 44). Other consumer goods exhibitions are also being planned, including Pleasure Boats and Water Sports Equipment next spring and possible participation in the Tokyo International Trade Fair in the spring of 1975.

Commerce Shows Offer Top Export Sales Potential

U.S. producers of pollution control equipment, and metalworking and machine tools will have a custom-made showcase for their products at three upcoming Commerce Department exhibits overseas.

Pollution control equipment: France. American manufacturers and suppliers of equipment for the control of air and water pollution, noise abatement, sewage treatment and solid waste disposal have an exceptional opportunity to enter or increase sales in the lucrative French market by displaying exhibits in the U.S. Trade Center in Paris, March 25-29, and a follow-up show at Arles, April 2-4.

Rapid industrial expansion with its impact upon the environment has stimulated an affluent French people to examine the quality of life.

French industry and government investment in pollution control is substantial and growing fast. From 1970 to 1972 the market has risen 17 percent annually. Forecasts indicate that the French will spend about $575 million during the two-year 1974-75 period.

Governmental programs on inland water pollution are, by far, the best organized of current environmental activities. Six river basin authorities, corresponding to the hydrographic regions of France have been created with power to tax municipal and industrial polluters within their areas. Taxes are imposed on a formula based on the degree of water pollutants.

Noise abatement control has received wide publicity. The Environmental Ministry has encouraged private industry to develop quieter public works equipment. Airport noise is also receiving close attention.

There are about 100 cities with more than 50,000 inhabitants and about the same number of urban areas with a population of over 50,000. In 1972 there were only 3,000 sewage treatment plants but this number is expected to double during the next decade. Approximately $25 million is being spent annually on water treatment and solid waste recycling equipment.

For details, call John Wolf at 202-967-4942.

Metal working and machine tools: USSR. The U.S. Department of Commerce will mount its first exclusively American exhibition of a strictly commercial nature in Moscow, April 10-19. Mashstroy-USA, a 40-company exhibit, will feature all types of metal working and machine-building tools.

The exhibition has the active cooperation of the Chamber of Commerce of the USSR, the Ministry of Foreign Trade and several Foreign Trade Organizations. It will attract most of the Soviet economic decision makers, all major buyers, and influential government officials charged with expanding the Soviet industrial base and constructing new industrial projects.

The Soviet Union has created a large machine tool industry and is perfectly capable of producing basic machine tools. It looks, however, to the West for advanced machine tools such as high precision and high productivity tools, fully automatic and numerically controlled machine tools.

The current five year plan (1971-75) calls for investment of more than $31 billion for building or purchasing machine building equipment, almost doubling the investment allocated for this purpose during the previous plan. About $10 billion of this will be invested in machine tools for the automotive industry. Plans call for rebuilding or expanding three major automobile plants and constructing the Kama truck plant.

For details, call Oleg Jerschkowsky at 202-967-2801, or write him at Bureau of East-West Trade, Room 4829, U. S. Dept. of Commerce, Washington, D.C. 20230.

Environmental control: Argentina: An April 22-26 Joint Export Establishment Promotion (JEEP) at the Buenos Aires Trade Center is to emphasize specialized environmental measuring and testing instruments and apparatus and other related scientific, laboratory, and industrial instruments and measuring, testing, and controlling apparatus. Suppliers of dust collecting and air, water, and sewage purification and other equipment for environmental control operations also are invited to exhibit.

JEEPS are special efforts by the Commerce Department to attract new firms into exporting through setting up specific Trade Center shows for new-to-market exhibitors, and defraying up to $300 of the cost of overseas promotional activities and up to $100 of the cost of shipping unsold items back to the U.S. or to another JEEP show. All this is in addition to the regular Trade Center services.

Pollution of the air and water is apparent in the extensive metropolitan area of Greater Buenos Aires and environs and around other large Argentine urban areas such as Rosario and Cordoba. A long list of Argentine governmental and private agencies are active in studying and measuring various types of pollution and their effects.

The general public plus governmental, scientific, and academic authorities in the area show an increasing awareness of the effects of various types of environmental contamination. Increased attention on many levels among commercial and industrial interests has generated a flow of inquiries about the availability of equipment to measure and control various types of contamination and pollution.

For details, call George Pollard at 202-967-5010.

Worldwide Business Outlook

Canadian Surge Generates Widespread Import Need

The Canadian economy has retreated somewhat from unsustainable rates of expansion recorded earlier in the year, but activity remains brisk. With continued high levels of growth assured for virtually all sectors, U.S. business should take advantage of unprecedented demand for a wide range of capital goods, production materials, and many consumer items, advises the U.S. Embassy in Ottawa.

During the fall and winter of 1972-73, the Canadian economy surged at near record rates, and by early spring of this year was expanding at an annual rate of nearly 20 percent. While almost half the gain was due to the effects of inflation, real growth was running at over 11 percent—a rate which clearly could not be sustained in the long-term.

Major advances

Consumer spending on durables, particularly on automobiles, was a main contributor to the fast pace; but strength was widespread, with major advances in capital spending and inventory investment. Foreign suppliers met a large part of the increasing domestic demand, accounting for a rapid rise in imports.

By mid-year a marked change in spending patterns occurred. Although the rate of new housing starts soared and high levels of business investment continued, consumer outlays returned to normal levels, with a particularly sharp decline in auto sales. The net effect was to return growth rates to more manageable proportions without seriously dampening economic activity.

An indication of the underlying strength in the economy is the substantial growth in business investment, now expected to rise nearly 20 percent over 1972 by year's end. The fiscal stimulus of a nine percentage point tax cut for manufacturers and processors and a two-year write-off for their new machinery and equipment (which will cost Ottawa an estimated C$500 million in revenues this year) at a time when manufacturing industries were already operating at 97 percent of capacity has resulted in new capital spending, record increases in profits, and a bullish outlook in virtually all sectors.

Some credit for these developments must go to the latest round of currency realignments. With competing manufacturers in several foreign countries (other than the United States) facing exchange rate-induced export-pricing problems, businessmen have the incentive to seek new markets and expand production to serve them.

Expanding investment has also been welcome on the labor scene, where new job creation has far outstripped growth in the labor force. The seasonally adjusted unemployment rate fell from 6.7 percent in December to 5.2 percent in May. By August it was edging up again, marginally, but even though chronic unemployment continues to plague depressed areas such as parts of Quebec and the Atlantic provinces, the present labor picture is the best in the past three years.

With more Canadians than ever before at work, the labor scene has also appeared more peaceful. Labor income has stayed slightly ahead of inflation, with wage increases under collective bargaining agreements averaging 8 percent. While there were a number of widely reported localized strikes, total time lost through work stoppages was well below last year.

The one exception was the nationwide rail strike in midsummer which brought factory shipments to a halt, spoiled vacations for those (many of whom were Americans) stranded on the Island of Newfoundland, and threatened a serious disruption in Canada's grain exports. Parliament was recalled, the strike terminated, and by the end of September most backlogs had been eliminated and no lasting problems appear to have developed.

Government fights inflation

Price pressures have risen for well over a year, and in recent months have alarmed government and consumer alike. If food (where international market developments play an important role) is removed from the Canadian commodity basket, price performance improves vastly but still shows the effects of unprecedented consumer demand and short supply earlier this year, as evidenced by dramatic rises in the number of unfilled manufacturing orders.

In response to demands for action to cope with inflation, the government announced a series of measures in September including cost-of-living increases to those on fixed incomes, higher welfare payments, higher wheat and new milk subsidies, and a new energy policy designed in part to insulate oil prices in Canada from upward price movements in the United States.

In addition the government continued and supplemented previously instituted export controls on certain commodities in short supply. Recent reductions in meat prices have been attributed in part to the controls on most exports.

While using fiscal tools to spur investment and mitigate the effects, if not the causes, of inflation, Ottawa is placing more reli-

MONTREAL'S PORT FACILITIES—*Overall trade between the United States and Canada may rise as much as 20 percent this year and future prospects are bright.*

ance on monetary policy to keep the economy on course. As part of an effort to restrain surging demand which was being financed largely through bank loans and to hold down expansion in the money supply, there have been five separate hikes in the interest rate structure so far this year, leaving prime rates 50 percent higher than at the beginning of the year.

Decisions to raise the rates were made easier by unusually high interest rates in the United States and the abnormally large interest rate differential between the two countries. The gap in rates caused some weakening of the floating Canadian dollar and a loss of foreign exchange reserves.

Although rates are now more closely aligned, financial developments in the United States could counsel still a further increase in Canadian rates, and policy makers are unlikely to hesitate if additional restraints are needed to keep domestic expansion within sustainable long-term limits.

Outlook remains bullish

With brisk, if somewhat moderate domestic demand, rising levels of investment and employment, and the possibilities of new export markets, 1973 will clearly be one of the best growth years in the past decade. Real output is now expected to climb 7 percent compared with less than 5 percent last year. Inflation will push prices up by at least 6 percent, depending on the effectiveness of deflationary measures.

Looking farther ahead many observers believe Ottawa will be successful in taking some of the steam out of the economy, but are still forecasting expansion at between 5 and 6 percent for 1974, with a similar rate for inflation. This projected real growth agrees with the Economic Council of Canada's long-range target; but expected price rises will be twice what the Council considers they should be, and there is some fear that continued inflation could pose threats to Canada's international competitive position.

The much-discussed foreign investment legislation still awaits final action in the House of Commons. Introduced last January as a modified version of the 1972 bill, the Foreign Investment Review Act calls for the screening of proposed takeovers of large Canadian firms to ensure that the transaction brings "significant benefit" to Canada.

The Act will also provide for the "eventual" screening of all new direct investment. Efforts during preliminary debate to specify a date for entry into force of the provisions on new direct investment were successful, but it is generally expected that they will be made effective one year after passage of the bill, now expected late this year. Business leaders do not expect that the Act will result in significant impediments to or reductions in levels of foreign investment.

In the context of its program to cope with inflation, the government has enunciated a new energy policy aimed at assuring continuity of supply and price for petroleum. The government called for a voluntary freeze on domestic petroleum prices until Jan. 30, 1974; extension of the Trans-Canada Pipeline eastward from Toronto to enable Canadian oil from Alberta to be shipped to Montreal; and a two-price system for Alberta oil which would prevent higher prices in the United States from automatically increasing oil prices in Canada.

To implement the two-price system, the National Energy Board refused to license exports for October unless prices were raised 40 cents per barrel (approximately 10 percent), and the government made clear that the proceeds of the surcharge would accrue to it.

First reactions

First reactions to what was obviously a hastily assembled energy package were negative, with refiners balking at the price freeze, Quebec opposing the pipeline extension because of the serious implications for its own planned St. Lawrence River super tanker port, Alberta taking exception to federal government taxation of its oil exports, and the U.S. Department of State characterizing the surtax as unwelcome.

Consultations among the parties concerned and debate in Parliament will proceed through the fall.

While the government may agree to some modification of its new oil policy to placate many industry and provincial critics, the basic thrust of the policy will probably not change.

Commerce between the United States and Canada is presently subject to more than the usual number of "extraneous" influences: for example, the 40 cents per barrel surcharge on exports of Canadian crude oil to the United States; the U.S. Phase IV price controls that gave rise during the summer to temporary accelerated cross-border exports of Canadian beef and small amounts of refined gasoline; the now-eliminated U.S. export controls on soybeans and other agricultural proteins which produced temporary concerns and similiar controls in Canada; and the U.S. decision to limit licenses for export of ferrous scrap, similarly followed by parallel Canadian controls and expressions of Canadian concern.

Despite the practical problems and uncertainties created by these developments, U.S.-Canadian trade is booming and future prospects are bright. Two-way trade this year could reach a figure 20 percent above the U.S. $27.3 billion recorded in U.S. trade statistics for 1972 (U.S. exports of $12.4 billion and imports of $14.9 billion).

U.S. statistics for the first seven months of 1973 show exports to Canada of $8.6 billion ($7 billion in the first seven months of 1972) and imports of $10.5 billion ($8.5 billion in 1972). The estimated total turnover of $32 billion for 1973 is impressive even after discounting the important effects of inflation.

The altered competitive relationships resulting from change in currency exchange rates are important factors in the bullish outlook for sales by U.S. and Canadian suppliers into each other's markets. Both have benefited from the devaluation of the dollar in terms of European currencies and the Japanese yen, and in recent months the effects of the devaluation have become more evident.

Prices of Japanese consumer items in Canada have in the last year risen up to 30 percent because of the dollar/yen exchange rate change, and prices of European goods have also gone up sharply during that period.

U.S. commercial officers are receiving a growing number of inquiries about potential U.S. supplies of goods formerly imported from Europe. A case in point is the new interest which provincial liquor control boards are showing in quality California wines, provided adequate supply at reasonable prices can be assured over the long haul.

More important in dollar terms are the booming markets for machinery and equipment for such sectors as construction, forestry, mining, and agriculture. U.S. suppliers have an opportunity to capitalize on the excellent reputation American machinery and equipment enjoy in Canada and the advantages they have over third countries in being close to the market which permits quicker deliveries, better after sales services, and easier supply of spare and replacement parts.

The Canadian market for U.S. agriculture also appears favorable. Imports of U.S. agricultural commodities were up by one-third during the first six months and accounted for over 5 percent of all U.S. sales to Canada.

Drastic Changes Proposed In Canada's Packaging Law

The Canadian Government has proposed amending the Consumer Packaging and Labeling Act of 1971 with respect to prepackaged foods and consumer household goods; products intended for industrial, commercial or institutional use are not covered by the proposals. Of particular interest to U.S. manufacturers are the proposed regulations covering bilingual labeling, metrication and standardization of container sizes.

Most important revisions

The most important changes are listed below, followed in each case by allowable exceptions to the proposed regulation.

Bilingual labeling (English and French)—The name of the prepackaged product, meaning the common or generic name, or in terms of its function, is required in both languages on the label. The act does not require bilingual listing of ingredients or instructions for use. The identity and principal place of business of the person by or for whom a prepackaged product was manufactured or produced for resale must also appear on the label but may be written in either language.

Exceptions: The two major exceptions to the bilingual labeling requirement are: (1) a "specialty product," which is defined as either a food or beverage that has special religious significance and is used in religious ceremonies, or an imported product that is not widely used by the population as a whole and for which no comparable substitute is manufactured, processed, produced or packaged in Canada, and (2) a "test market product" defined as a prepackaged product which differs substantially from any other brand sold in Canada with respect to its composition, function, state or packaging form. A bilingual label is not required on a "test market product" if it is tested in a unilingual district, i.e. a local government unit in which the unused official language is the mother tongue of less than ten percent of the population. Dealers intending to test market a product must file a notice of intent with the Minister of Consumer and Corporate Affairs at least six weeks prior to the commencement of the market test.

Metrication—All labels must show, side-by-side, a declaration of net quantity in both metric and Canadian units of measure. It is important to note that Canadian liquid measurements are delineated in Imperial gallons, quarts and pints. Any receptacle designed for household, camping or recreational use, including a water tank for household use, bearing a label describing its size or capacity in terms of pints, quarts or gallons, must carry on the same label the equivalent Canadian measure of size or capacity.

Affected Items

According to the Canadian Importers Association, the new packaging and labeling requirements will apply to some 46,000 products now being imported into Canada involving millions of dollars in sales. The Association feels that the cost of meeting the labeling requirements will be "awesome," and may even cause certain items to be withdrawn from the market. Interested U.S. exporters are urged to make their views known, either directly or through their Canadian agents, before the Nov. 22 deadline to the Deputy Assistant Minister (Consumer Affairs) at the address shown in the accompanying article.

Exceptions: (1) prepackaged products that, on the day the Act comes into force, are being manufactured in Canada and labeled in terms of metric units only, and (2) prepackaged products that are imported into Canada and labeled in the country of origin in terms of metric units only.

Standardization—The proposed changes in the regulations would prescribe standard sizes for prepackaged products containing paste dentrifice, shampoo in liquid or lotion form, cream or gel form for use on human hair, as well as skin creams and lotions which must be labeled in terms of volume and metric measurement. The proposed standard sizes are:

- paste dentrifice
  - (i) less than 25 millilitres
  - (ii) 25, 50, 75, 100 or 150 millilitres, or
  - (iii) more than 150 millilitres in multiples of 50 millilitres
- shampoo (liquid or lotion)
  - (i) less than 25 millilitres
  - (ii) 25, 50, 75, 100, 125, 150, 175, 200, 225, 250 millilitres, or
  - (iii) more than 250 millilitres in multiples of 50 millilitres
- shampoo (cream or gel)
  - (i) less than 40 millilitres, or
  - (ii) 40 millilitres or more in multiples of 20 millilitres
- skin cream and lotion
  - (i) less than 30 millilitres
  - (ii) 30 through 200 millilitres in multiples of 10 millilitres
  - (iii) more than 200 millilitres in multiples of 20 millilitres

Exceptions: The only exceptions to these standard sizes would be "test market products," as defined above, and shampoo for human use sold as part of a toy or game.

The proposals allow various grace periods of up to 24 months for producers to comply with the new provisions. According to the notice issued by the Department of Consumer and Corporate Affairs, any consumer, dealer or other interested person who wishes to make representations with respect to these proposed regulations may forward such representations up to Nov. 22, to: The Assistant Deputy Minister (Consumer Affairs), Department of Consumer and Corporate Affairs, 219 Laurier Ave. West, Ottawa, Ontario K1A OC9.

Review Of French Trade Since 1964 Notes New Trend

A greater proportion of trade with EC partners, a sharp drop in trade with other Franc Zone countries, and a strengthening of the French trade account, particularly in the agriculture and motor vehicles categories, have characterized French trade from 1964 to 1972. The U.S. share of the French import market declined steadily during that period. However, the recent appreciation of the franc versus the dollar, markedly improving the price competitiveness of American goods, has already resulted in a substantial increase in the U.S. share of the French market this year.

The lowering of trade barriers within the EC markedly raised the proportion of trade with EC partners, a trend which should be enhanced by EC enlargement. With other Franc Zone countries, trade sharply dropped and the balance of trade shifted from a deficit to a surplus position—reflecting a loosening of French ties with former colonies. France generally had trade deficits with the United States, the rest of the EC, and the oil producing countries, but surpluses with other areas.

French exports grew at an average annual rate of 14 percent and rose from 9.7 percent to 13 percent of GNP from 1964 to 1972. Imports grew at an average annual rate of 13.7 percent during the same time period.

Turning point

The 1969 devaluation of the franc along with other exchange rate adjustments in conjunction with strong agricultural performance strengthened the French trade account considerably. Imports increased faster than exports from 1964 to 1969 and slower than exports thereafter. The trade deficit of Fr 12.2 billion in 1969 dropped to Fr 4.2 billion in 1972, even though France was growing much faster than its principal trading partners during 1970-72.

Products benefiting most from the 1969 devaluations included motor vehicles, which registered the largest surplus for any product group in 1972 (Fr 7.7 billion), textiles, plastic and rubber goods, and electrical equipment.

The agricultural trade balance moved consistently from a large deficit of Fr 3.2 billion to a considerable surplus of Fr 5.2 billion from 1964-1972, reflecting striking benefits France receives from the Common Agricultural Policy of the EC.

In a number of product groups, France maintained a trade surplus through the period studied, which, with the exception of the textiles, footwear and apparel category, was concentrated in trade with emerging nations. For chemicals, iron and steel, and aircraft, a surplus of roughly the same order of magnitude before and after the 1969 devaluation was maintained, reflecting a marginal decline in competitiveness.

France consistently ran trade deficits in mineral fuels (the most important deficit item), metals other than iron and steel, and wood and paper products — mirroring gaps in France's natural resource base. France also ran deficits in mechanical equipment, the third most important trade category for both exports and imports; surpluses with emerging nations and Communist countries were insufficient to offset deficits with industrial nations.

The U.S. share of the French import market declined steadily from 11 percent in 1964 to 8 percent in 1972, mirrored in all broadly defined categories except agriculture. This suggests decreasing competitiveness of U.S. goods during that period, largely resulting from general factors such as overvaluation of the dollar and the evolution of the EC.

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FRYMASTER CORP.

SELLING TO FRANCE IS EASIER NOW—*L. Frank Moore (center), president of Frymaster Corp., demonstrates a high speed chicken fryer to French restaurant equipment dealers at the Paris Trade Center. Appreciation of the franc versus the dollar makes this a good time for U.S. exporters to penetrate the French market.*

On the other hand, performance of U.S. agricultural sales to France, based largely on success in marketing soybeans and soybean products not subject to CAP valuable levies, was quite strong.

The U.S. share of French exports remained in the 5-6 percent range from 1964-1972. Iron and steel replaced agricultural products as the most important group of French exports to the United States. In 1972, as compared to 1964, France marketed relatively more plastic and rubber goods, and mechanical and electrical equipment in the United States, while exporting relatively fewer motor vehicles.

Trade imbalance

France has had a continuing trade deficit with the United States, increasing from Fr 2.5 billion in 1965 to Fr 5.2 billion in 1970 and then falling back to roughly Fr 4 billion in both 1971 and 1972. France has enjoyed mounting surpluses with the United States only in iron and steel, textiles, and motor vehicles. The only category showing improvement in 1972, presumably at least partly because of the first devaluation of the dollar late in 1971, was chemicals.

This year, there has been a considerable increase in the U.S. share of the French import market, as a result of the near 20 percent effective revaluation of the franc versus the dollar and the recently emerging excess aggregate demand in the French economy. The temporary U.S. export controls on soybeans which were lifted on Oct. 1 has affected the agricultural balance somewhat.

The appreciation of the franc versus the dollar has made this a most opportune time for American exporters to penetrate the French market. This particularly holds true concerning those U.S. high technology products which now have a competitive price advantage as well as technical superiority, such as computer equipment, process control instrumentation and advanced electronic equipment. Also, as the economy is booming, consumer goods, such as recreation and leisure equipment, are in strong demand.

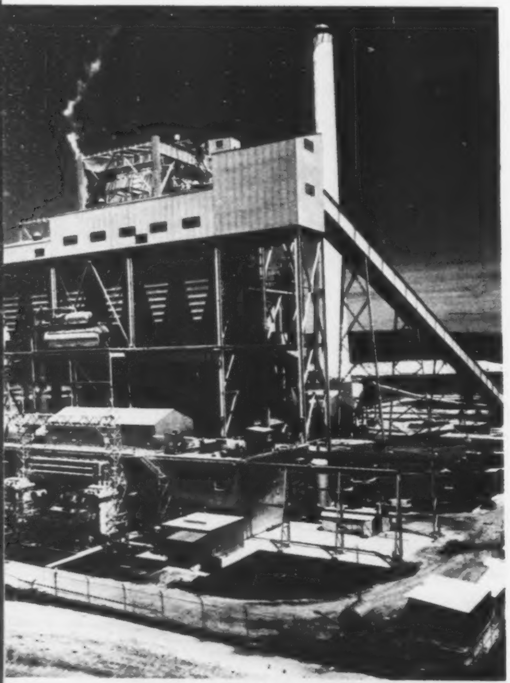
To aid U.S. companies in marketing their products and establishing representation in France, the U.S. Department of Commerce operates a Trade Center in Paris where it sponsors exhibitions and promotions of those products with greatest sales potential.

Australia Now Operating Close To Full Capacity

Australia is fully recovered from the 1971-72 economic slowdown. The economy is operating close to full capacity and concern over unemployment has been succeeded by concern over inflationary strains, according to the U.S. Embassy in Canberra.

Unemployment is low, the labor market is tight and industrial production is pushing capacity. Wages and prices are both pointing up. Private consumption is high, capital expenditure recovering and government spending is increasing.

Despite revaluation of the Australian dollar in December 1972 and a unilateral 25 percent reduction of import tariffs in July 1973, the Australian trade surplus continues to grow. Reserves are close to an all-time high and a record current account surplus accumulated in the year ending June 30. During 1973-74 imports should increase sharply while exports remain high.



ALCOA OF AUSTRALIA—*This power station at Anglesea supplies smelting and semi-fabricating plants at Geelong.*

Gross domestic product is estimated to have increased about 13 percent in the year 1972-73 to a total over $52 billion. This represents a growth of about one-fourth in the value of farm product and of over 11 percent in non-farm production. At constant prices gross domestic product is estimated to have grown 3.8 percent (compared to 3.2 percent the previous year).

Production is booming

Industrial production is booming. In April-June, 26 of 31 reported industrial categories showed production up over a year earlier. Greatest increases were in consumer durable goods, internal combustion engines and electric motors. The only important exceptions were automotive vehicles, where a long strike cut production, and wool yarn and fabric.

Minerals production was mixed, but the January-March quarter showed production increases in most major minerals over the previous year. Principal exceptions were lead, zinc and nickel.

The volume of agricultural production in 1972-73 actually dropped 11 percent, largely because of severe declines in grain crops, sheep and lamb slaughter and wool production. Notwithstanding the volume decline, soaring agricultural prices, led by wool, raised the gross value of rural production 24 percent.

More importantly, favorable weather conditions in recent months point to the coming spring and summer as possibly the best for over five years. Further increase is accordingly expected in rural production in 1973-74. Similarly, buoyant export demand for grains and meat products is expected to continue, and the market for wool should continue strong.

Given exchange rate and tariff changes and a rate of inflation which is somewhat higher than in the United States, Australia's imports may increase $1.5 billion or more in 1973-74. Imports of American heavy investment goods, especially mining equipment, may reflect the slowdown in development, and restoration of traditional demand for these items may await clarification of government policies affecting the extractive industries.

The rapid growth in Australian consumer affluence and the pressure of demand against the limitations of Australian production, taken together with the competitive changes cited above, offer an attractive opportunity for many other American goods to establish themselves in Australia's market.

Continuing attractive opportunities for U.S. firms to compete in high technology and capital goods —computers, business machinery, instrumentation and materials handling and packaging equipment— are now augmented by a variety of new opportunities to recover old or develop new markets. Possibilities include consumer appliances, furniture, sporting goods, toys, clothing, medical equipment, books, tools, auto accessories and textile products.

To date there has been little positive evidence of U.S. business response to this new situation. Surveys of Australian buyers reveal wide new interest in American products, and good intentions to consider new import sources. However, very few examples of increased buying have been found and the most recent trade statistics (after one-time U.S. airplane sales are excluded) do not show a significant increase in the U.S. share of Australian imports.

The same surveys have suggested that some Australian market opportunities are now being lost because of tight export supplies in the United States, and disinclination by some American firms to cultivate overseas markets while domestic U.S. markets are strong. Some Australian buyers also indicate reluctance to re-establish contact with U.S. suppliers because of unfavorable past experience with delivery and service support.

American exporters desiring to take this opportunity to establish themselves in the Australian market should carefully consider these views and insure that their selling, delivery, and post-sale service to Australian customers meets the quality to which import houses are accustomed in their dealings with Japanese and European suppliers.

U.S. business visitors interested in exploring Australian opportunities will find assistance awaiting them at the Commercial Sections of U.S. Consular posts in Melbourne, Sydney, Brisbane and Perth and the American Embassy in Canberra.

Special facilities

In addition, the U.S. Trade Center in Sydney offers special facilities for assisting American firms in their marketing efforts. The Trade Center has a program of product promotions featuring exhibits, seminars and similar events. Firms are also invited to use the Center's facilities for individual product line promotions between the regular Trade Center exhibits. Companies which have exhibited their products in the Trade Center during the three years of its operation have reported excellent results.

Americans interested in the Australian market will also find that the U.S. Export-Import Bank offers a comprehensive program of loans and guarantees for financing the export of U.S. goods and services, including its program of Cooperative Financing Facilities under which Australian buyers of American products can obtain favorable financial terms through cooperating banks located throughout Australia.

Prospects for new U.S. investors are now difficult to assess. The new government has made clear that existing investment will not be disturbed. But the terms on which new investment may enter are now under review.

Projections of future policy by members of the new Government point to more restrictions. While the most emphatic statements have related to mining and real estate investments, it has also been stated that restrictions on foreign entry into the field of finance will be tightened and that the role of foreign investment in the industrial sector will be under scrutiny.

Some government spokesmen have taken the position that there will be no room for further foreign equity investment in mining. Other spokesmen have suggested that the present level of foreign ownership, (generally described as 62 percent) will henceforth be a ceiling.

Some commentators on the projected expanded AIDC (Australian Industry Development Corporation) suggest that the AIDC may be the only channel for foreign capital entering the Australian economy. Others have suggested that opportunity will remain for direct investment independent of the AIDC. It will take time for these points to be clarified, and for specific terms for future foreign investment to emerge.

One thing that is clear is that the future Australian investment climate will be less favorable than the one to which the world became accustomed during the 1960's. A second proposition, on which there is no unanimity, but much agreement, is that Australia's resources and the development level which Australia's economy and society will demand are such that even with a strong balance of payments Australia will continue to need foreign capital as well as management and technology.

Beyond that the most that can be said is that both the climate and the weather for foreign investors are unsettled and that the coming year should see the emergence of new ground rules.

Small Market Limits Possibilities In Sierra Leone

High world prices for diamonds, attributable to boom conditions in industrialized countries and instability of major world currencies, was the mainspring of the Sierra Leonean economy during the past year.

Although production declined in 1972, a 35 percent increase in diamond prices resulted in stable revenue and stimulated the local economy, as cash in circulation rose to finance diamond transactions. Foreign exchange reserves have remained strong and are sufficient to pay for five months of imports.

The U.S. Embassy in Freetown cautions that this favorable situation could change abruptly, as it did in the second quarter of 1972, if the diamond market weakens.

Higher commodity prices have stimulated increases in the quantity and value of coffee, cocoa and ginger exports. Although palm kernel exports were down in 1972, the recent reopening of the Wellington plantations and mill should boost exports of both palm kernel and palm cake.

The prospects for increases in agricultural exports, (palm oil, cocoa, coffee, rubber) in the next few years are good.

Looking into the future

The "stagflation" experienced by Sierra Leone's economy in recent years will most likely persist. The government will continue to overspend, necessitating new borrowing from the Central Bank and thereby adding to inflationary pressures. Despite investment potential in mining, fishing and tourism, no new projects materialized in the past year. Even if the government moved quickly on investor applications by tourism promoters, it would be several years before the new hotel space was built and

INVESTMENT POSSIBILITY IN SIERRA LEONE—*The government has formed a new ministry to service prospective tourism investors. Here, the Cape Sierra Hotel.*

this industry began to have a significant impact on the economy. The only event in the short-term which could snap the economy out of its doldrums is a dramatic increase in diamond production, which is highly unlikely.

Much of the anxiousness and uncertainty felt by the business community last year disappeared following general elections in May, which resulted in the ruling APC Government achieving a de facto one party. The state of emergency which was in force for over two years has been allowed to lapse and all political detainees have been released.

With a mandate to rule for another five years, the government is intent on achieving a reconciliation of the various political forces in the country and now wants to concentrate on attaining developmental goals. The current political climate is good, probably the best it has been since 1967; this is having a salutary affect on the attitude of the business community and potential investors.

The government's policy of acquiring 51 percent participation in all mining ventures was significantly modified during the past year. The recently concluded negotiations with the DELCO iron mine resulted in only minor modifications of previous arrangements due to government's recognition of the low profitability of the venture and its financial inability to buy into the company.

In the ruling APC party's Manifesto for the 1973 General Election and President Stevens' speech at the opening of parliament in June it was emphasized that there is no intention to drive away expatriate concerns. What is sought is eventual "participation."

Major impediment

The major impediment to foreign investment has been the lethargic and dilatory treatment by the bureaucracy of investor inquiries and applications. Potential American and European investors in the nascent tourism and fishing industries have been discouraged by inordinate delays in their negotiations with government. Local officials fail to realize that "time is money" and that they are competing for capital investment. Without a major change Sierra Leone's development potential will largely remain untapped.

Sierra Leone has joined other African nations, notably Nigeria, in presenting a united approach toward the negotiation of new trade, aid and investment relations with the enlarged European Community. As a producer of products without large growth potential, Sierra Leone can seek only to preserve its small position in the European market against other African competitors.

The danger is that European concessions on primary products would only increase the effective protection acceded to European processors, thus hindering development of the incipient Sierra Leonean processing industry. Thus Sierra Leone is reluctant to grant "reverse preferences" to European producers.

Sierra Leone presents very few opportunities for American exporters. There is little industry and the vast majority of its population (less than 3 million) is engaged in subsistence agriculture. While the recent dollar devaluation would suggest the possibility of U.S. exporters making inroads on the shares of the local market enjoyed by France, Germany, Italy and Japan, there is little likelihood of this happening. Automobiles, buses, and trucks are the most important exports of these four countries and, failing the establishment of American dealerships and service facilities, they will continue to dominate the market.

Amercan earthmoving equipment, (bulldozers, graders, bucket-loaders, drag-lines, etc.,) and welding equipment are highly regarded and widely used in the mining industry. These exports will hold their share of the local market and should increase in volume if contemplated mining ventures come to fruition, and when Sierra Rutile goes into production.

The government wants to establish a cannery and build several new regional airports. Should these plans materialize the prospect of sales of U.S. food processing equipment and navigational aids would be good. Difficulties in increasing production in the food crop sector of the economy suggest that traditional imports of U.S. wheat, vegetable oil, and other foodstuffs will be maintained or increased, U.S. supplies permitting.

U.S. purchases of Sierra Leonean coffee and diamonds should remain at current levels during the coming year. No significant increase in imports from Sierra Leone is expected until the American owned rutile mine goes back into production in 1975.

Tourism, fisheries, and mining are the most promising investment possibilities. Sierra Leone has the most attractive beaches in West Africa, but potential investors in tourism, both American and European, have been thwarted by bureaucratic lassitude in the past year. However, this situation should improve. Recognizing the earnings potential of tourism, government has established a new Ministry of Tourism and Cultural Affairs to service investor interest in this sector.

Sierra Leone claims a 200-mile territorial sea and has recently acquired two patrol boats and aircraft to enforce it. The potential for fishing and shrimping is excellent.

Active encouragement

The most active encouragement of investment is in mining. The government would like to see a resuscitation of the alluvial gold mining which died out after the discovery of diamonds, and new ventures in the mining of iron ore, bauxite and chrome. American, German and Swiss firms currently are doing exploratory work and are fairly optimistic about the possibilities of starting actual mining operations.

In sum, the prospects for large-scale American investment remain bleak. The small Sierra Leonean market and the government's ambiguous foreign investment policy remain the major obstacles. Talk of West African economic union is again being heard, and it is possible that in the long-run a customs union will ameliorate the small market problem while a common foreign investment policy clarifies the role of foreign capital. For the next year, however, no major substantive changes in this direction are foreseen.

Philippine Growth Now Picking Up; Relationship With U.S. Is Studied

Dramatic improvement in the balance of payments, sharply increased public investment expenditures and improvements in the foreign investment climate highlight recent Philippine economic performance. Earnings from traditional exports, benefiting from soaring world prices, contributed most to the growth of reserves to an all-time high of $749 million at the end of August.

The U.S. Embassy in Manila reports that economic growth is picking up from the setbacks of 1972, and expansion of agricultural production is getting high priority. The new FY 1974-1977 Four-Year Development Plan projects a 6.5 percent GNP growth rate in FY 1974, and business activity is making encouraging gains.

External assistance, coordinated through the Consultative Group for the Philippines, is expected to total $200-250 million for FY 1974, depending on the pace of project development. The current rice shortage and mounting inflationary pressures pose major challenges to the government.

The martial law government continues to enact by decree a large number of economic measures designed to speed economic development and direct it to priority areas. Active steps taken to encourage foreign investment, attract regional offices of foreign companies and promote tourism are showing results.

The approaching end of the Laurel-Langley Agreement on July 3, 1974 has intensified interest in both the Philippines and the United States concerning future economic relationships. The two governments are now considering proposals for a treaty of amity and economic relations.

The progress of the Trade Reform Bill through the U.S. Congress and the course of the Multilateral Trade Negotiations under GATT, with the Philippines participating for the first time, will both have an important bearing on moves toward a new U.S.-Philippine relationship.

The Philippines has set resolutely on a course of multilateralizing its trade relationships, but it seeks to do this primarily through expansion of trade, not through curtailment of its traditional U.S. market. Government leaders have announced that the Philippines does not seek to prolong special tariff preferences in the United States but would like to negotiate certain changes (e.g. for Philippine mahogany plywood and coconut oil) which they believe are needed to give equitable treatment to Philippine products compared to competitive commodities from other countries.

U.S. business reaction

A number of U.S. firms which had benefited under the Laurel-Langley Agreement and the Parity Amendment have modified their capital structure or made arrangements to transfer title to their landholdings in order to meet the nationality requirements of the Philippine Constitution. A number of other U.S. businessmen are waiting both for clarification of Philippine Government policy on the land issue and to see how the issue is treated in bilateral negotiations.

The prospects offered by the Philippine economy to foreign investors have changed markedly under the martial law government. Incentives have been enhanced and other improvements in the climate have been realized. At the same time, foreign investors can now expect more careful regulation than in the past.

Among the important government objectives will be to limit

NEW LOOK IN THE PHILIPPINES—*Growth in industry offers better export opportunities, and investment prospects are changing. Above, the Elisco Cold Rolling Mill.*

the foreign investor's role to activities which Philippine firms cannot perform. The need for Philippine partners will become greater, particularly for certain U.S. firms which have not completed the equity shifts related to conforming with the Constitution in the natural resource and other parity fields. Firms adhering to the policies of the government can, however, expect relatively greater cooperation from government agencies in carrying out their operations.

The government's foreign investment policies will emphasize export and labor intensive industries, with a continuing need for high technology investment. Foreign investors, both equity and loan, will also be required for particularly large projects.

Sectors expected to attract significant interest are: mining, petroleum exploration, commercial and investment banking, textile and garment production (27 garment firms have asked to establish plants at the Bataan Export Processing Zone), electronics, automobile components, food processing, light manufacturing, and agricultural machinery. Growing domestic demand is expected to lead to expansion in petroleum refining, tire manufacture and other existing industries with significant foreign investment.

Serious offshore oil exploration has begun in the Palawan-Sulu Sea area, and a number of U.S. and Canadian companies have been granted production-sharing service contracts. New companies are expected to enter this field in the future.

U.S. firms may move in

With Manila offering the lowest living and business costs in East and Southeast Asia, if not in most parts of the world, many U.S. firms are studying the possibility of moving their regional offices to the Philippines. Other favorable factors include geographic location (although airline service will have to be improved to make this operationally significant), English language environment, a pool of educated manpower, both entrepreneurial and trainable workers, and a variety of incentives newly granted by the government. Presidential Decree No. 185 of May 14 has provided tax incentives, relaxed visa and travel regulations and extended an official welcome mat for all regional offices.

The substantial increase in government infrastructure expenditures and expected expansion of both public and private investment in agriculture, industry, manpower and other social development will offer expanding prospects for U.S. exports. The self-reliance defense program, also to be promoted with the government's higher budget resources, will offer sales possibilities in this field.

Preliminary January-June data show Philippine imports from the United States running about 16 percent above 1972 while exports to the United States (including extraordinarily large sugar shipments) are up 71 percent. Corresponding figures for Japan are 34 and 63 percent.

The U.S. share of the Philippine market rose to 27 percent compared to 25 percent for CY 1972, and June figures were an encouraging 30.7 percent. At the same time the Japanese share increased from 28 percent in the first half of 1972 to 34 percent in the comparable 1973 period.

The effect of currency realignments has been to reduce price advantages formerly enjoyed by Japanese and certain European competitors. Greater sales efforts by U.S. exporters are now needed.

New export opportunities are offered by the implementation of the Progressive Car Manufacturing Program and growth in both mining and industry, especially electronics, textiles and garments, fishing and fish processing. Demand should also continue strong for materials handling, agricultural, logging and forestry equipment. Tourism expansion should offer additional export opportunities for hotel and restaurant equipment. Increased textile production and a continuing rice shortage will keep demand high for U.S. cotton and wheat.

U.S. trade missions to the Philippines in the next few months will focus on the growing market potential in the hospital and health care field and in communications equipment.

In the public sector there will be opportunities for U.S. exports arising from the projected expansion of electrical generating and distribution facilities (including AID-supported rural electrification), telecommunications services, railways, road construction, defense industries and civil air and other transport facilities.

World Trade Actions

Pakistan Acts To Conserve Exchange For Essential Flood Relief Imports

Pakistan: The government has announced emergency tax measures and import policy changes to combat the economic effects of the August floods. The following new *ad valorem* taxes affect imports: a 25 percent customs surcharge on all dutiable goods, excluding machinery; a 10 percent import duty on tractors and tractor parts; and a 20 percent sales tax on automobiles valued up to $1,800 (in addition to the import duty of 55 percent).

Flood relief will require increased imports of foodgrains, fertilizers, and POL (petroleum, oil and lubricants) for which concessional financing is not available in the amounts required. To conserve foreign exchange for these essential purchases, the following goods have been transferred to the Tied List: accumulators and batteries, dry cell batteries, electric light bulbs, knitting wool, razors and razor sets, razor blades, refrigerator components, rubber manufactures (except hot water bottles), assorted toiletries and soaps, and tires and tubes. Goods on the Tied List may be purchased only under aid financing or from countries which have barter agreements with Pakistan.

Caribbean: In a move designed to improve their trade balances and relieve chronic unemployment in some industries, the governments of several Caribbean area nations are endorsing a Chamber of Commerce of the Americas campaign to increase the value of duty-free goods which U.S. tourists can bring home from 'special situation' countries from $100 to $200.

Many of the region's economies are heavy consumers of U.S. products, according to the Chamber, and the slowed growth in tourist purchasing since the U.S. reduced the duty-free limit from $500 in the mid-1960s has severely limited the capacity of many of these countries to finance their imports from the U.S. The proposed $200 limit would apply only to goods produced in the area itself, and items produced in third countries outside the Chamber's marketing area would not be eligible for duty-free treatment.

Caribbean: One of the principal functions of the Caribbean Development Bank (CDB) is to help its less-developed member nations meet their development needs. To fulfill this function, the CDB recently issued a study on the feasibility of establishing manufacturing industries in the Associated States of Montserrat, British Honduras, British Virgin Islands, the Cayman Islands and the Caicos Islands. This study points out some of the industries which could be established in these islands and recommends steps to attract new investments. A separate prospectus has been prepared for each industry.

To promote their own development, most of the islands have created development corporations and the islands of St. Kitts, St. Lucia and St. Vincent have published brochures on investment incentives. The Chambers of Commerce of Dominica and Antigua are interested in contacting potential investors in light manufacturing. Investment incentives include facilities in industrial parks, tax-free holidays of up to 15 years, duty-free importation of capital equipment and machinery, exemption from export duties, repatriation of capital and profits, and provision of work permits for necessary foreign management and technical staff.

The islands are chiefly interested in electronics, costume jewelry, electrical accessories, sporting goods, leather goods, plush toys, garment making and similar industries.

Potential investors should contact the Caribbean Development Bank's Industry Division and the local Development Corporations. Investors visiting the area could also contact the principal commercial officer in the appropriate U.S. Embassy. The CDB is located in the Treasury Building, P.O. Box 408, Bridgetown, Barbados, W.I.

Taiwan: On Oct. 16 the Republic of China opened in Los Angeles a branch office of the Far East Trade Service, Inc., a non-profit trade promotion organization sponsored by Chinese private enterprise and the Government of the Republic of China. The Los Angeles office will assist U.S. businessmen in exploring and establishing business connections in Taiwan. Unlike the export-oriented China External Trade Development Council offices in New York and San Francisco, the new office will be concerned with two-way trade.

Japan: For the first eight months of 1973, Japan's current account recorded a surplus of only $133 million compared with $3,547 million for the same period last year, while the respective merchandise balances were $601 million and $5,385 million. On a U.S.-Japan bilateral basis, exports (f.o.b.) to the United States totaled $5,983 million ($5,592 in 1972) or an increase of 7 percent during this period. Imports (c.i.f.) from the United States were $5,783 million ($3,794 million) or an encouraging increase of 52.4 percent.

As a result, the bilateral Japanese trade balance surplus for the first eight months fell to $200 million ($1,798 million). More specifically, Japan's August exports to the United States were $751 million while imports totaled $771 million, creating a deficit of $20 million for Japan.

International Business Reports

What Do I Do Now? An Export Primer. By Norman M. Sewell. 135pp. $5.

This book aims to provide quick answers to export questions and problems encountered by newcomers. It is intended for use as a primer or textbook, although the seasoned exporter might also find it helpful as a reference work. Topics discussed include distribution, freight forwarding, cargo insurance, export packing and shipment, financing, licensing, and services available to exporters from the Department of Commerce, Export-Import Bank, and Foreign Credit Insurance Association.

Norman M. Sewell operated his own businesses in Pennsylvania before moving to Florida in 1949. Since 1951 he has held sales and export manager positions with Correct Craft, Inc., a boat manufacturer in Orlando. He retired from active exporting in 1971 and is now engaged in export counseling. Sewell has been active in international operations of the National Association of Engine and Boat Manufacturers and is currently chairman of the North-Central Florida Regional Export Expansion Council.

Write: Norman M. Sewell, 500 S. Nova Rd., #102, Ormond Beach, Fla. 32074.

Publications of the American Chamber of Commerce in Japan. Available from the Chamber and also on file at Commerce District Offices. Prices given are in Japanese yen for airmail shipment; payment should be made in U.S. dollars at the prevailing rate of exchange on the date of payment.

The Journal is a monthly magazine published under direct Chamber management containing articles on current topics relating to doing business in and living in Japan— annual subscription 7,500 yen. **Manual of Employment Practices in Japan** is a loose-leaf binder of more than 100 pages that provides guidelines for those new to doing business in Japan as well as reference material for others — 5,900 yen. **Living in Japan** (fifth edition, 1971) is a hardbound volume of 216 pages filled with pertinent data for those interested in Japan or contemplating residence — 3,900 yen. **Digest of Japanese Court Decisions in Patent Infringement Cases** provides guidance in this field for foreign business enterprises—volumes I and II, 3,200 yen each; volume III, 4,900 yen; three-volume set, 8,500 yen. **Japanese Court Decisions in Trademarks and Unfair Competition Cases** digests 32 cases in 196 pages —5,700 yen. **High Adventure in Joint Ventures** chronicles a "marriage" of Japanese and American business — 1,900 yen. **Introduction to Japanese Income Taxation** reviews personal and corporate tax responsibility for fiscal 1971—330 yen. **1973 Directory of Members of American Chamber of Commerce in Japan** includes pictorial, firm listings and classified sections — 4,500 yen.

Write: American Chamber of Commerce in Japan, 701 Tosho Bldg., 2-2, Marunouchi 3-Chome, Chiyoda-ku, Tokyo 100.

Calendar For World Traders

Nov. 1 — Atlanta — Export to Japan Seminar, Sheraton-Biltmore, 11 a.m.-3:30 p.m. Sponsors: Chamber of Commerce, Commerce District Office.

Nov. 5 — New York — FCIB luncheon roundtable conference on international finance, credit, collection and exchange problems, Summit Hotel, noon.

Nov. 7-8 — New York — Import controls and trade reform. Sponsors: World Trade Institute, Bureau of National Affairs, Federal Bar Assn.

Nov. 7-8 — New York — Standardization in documentation, World Trade Institute.

Nov. 8 — Atlanta — Export seminar, Commerce District Office, 10 a.m.-noon.

Nov. 8 — Greenvale, N.Y. — Seminar on trade opportunities in Iran, C.W. Post Center, 4-6 p.m. Sponsors: N.Y. Dept. of Commerce, Long Island World Trade Club, Commerce District Office.

Nov. 8 — Memphis — Mid-South Exporters' Roundtable on the impact of dollar devaluation, Sheraton Motor Inn.

Nov. 9 — McAfee, N.J. — FCIB Drug, Chemical and Food Export Club's annual dinner and election of officers, Playboy Club-Hotel, Great Gorge, 6:30 p.m.

Nov. 12 — New York — Briefing session on Yugoslavia, American Management Assn., 9 a.m.

Nov. 13 — New York — Briefing session on Venezuela, American Management Assn., 9 a.m.

Nov. 14 — New York — FCIB Publishers Export Credit Group luncheon meeting, Advertising Club, 1 p.m.

Nov. 14-15 — New York — Meeting on moving hazardous materials in international trade, World Trade Institute.

Nov. 14-16 — New York — Meeting on international taxation—intercompany pricing and source of income rules, World Trade Institute.

Nov. 15 — Buffalo — Discussion on East-West Trade, Buffalo Launch Club Grand Island, 6 p.m. Sponsor: Buffalo World Trade Assn.

Nov. 15 — New York — National Study and Research Institute briefing on the Mexican banking system, 55 West 44th St., 1 p.m.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through these columns of Commerce Today.

Licensing, Investment Abroad

PAKISTAN—The Government of Pakistan has doubled its budget for mineral development and is forming a Mineral Development Corp. to improve coordination of surveying and exploitation. The mining of chromite, fluorite, copper and sulfur appear to offer the most promising opportunities for joint ventures. This should create a good market for U.S. earthmoving equipment, compressors and testing equipment, now more competitive because of currency realignments. An eight-page report with details on the various resources and districts is available from the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-73686. OPIC.

2311—SAUDI ARABIA—Company seeks joint venture to manufacture **military uniforms and possibly related apparel.** Equity participation of 49 percent offered. American firm would provide technical advice, machinery and equipment. Established in 1969, firm employs 25. Abdulgaffar Jamjoom, general manager, Jamjoom Corp. for Commerce and Industry, P.O. Box 59, Jidda. WTDR. P-73685.

2451, 3272, 3448—AUSTRALIA—Information group for home-building industry eager to contact U.S. manufacturers of **prefabricated houses and mobile homes** to provide technical, design and marketing data for its member firms desiring licensing agreements to develop plants in Australia. Prime interest is in one- to three-bedroom homes. George Flammang, market research officer, Sydney Building Information Center Ltd., 525 Elizabeth St., Sydney, N.S.W. P-73690.

2655, 3411—JAPAN—Seeks licenses to manufacture **motor oil containers made of coated hard-board with tinplate can tops and bottoms.** Firm presently distributes local and imported petroleum products, has annual sales of about $2 million, 65 employees. Shinya Koishi, executive managing director, Koishi Oil Co., Ltd., 12 Shiohama 1-chome, Kotoh-ku, Tokyo 135. P-73689.

2819—INDIA—License to manufacture **vinyl acetate monomer.** Seeks technical know-how, machinery and equipment. Plans to establish plant with annual capacity of 10,000 tons utilizing locally produced acetone and ethylene. Firm presently manufactures sodium carboxy methyl cellulose, monochloroacetic acid, cellulose powder and filled corrugated boards. Operates three production facilities. J. K. Patel, Secretary, Cellulose Products of India Ltd. (CPIL), P.O. Kathwada Maize Products, District Ahmedabad, Gujarat. WTDR. P-73688. OPIC.

3253 — CYPRUS — Well established import-export and manufacturing company seeks collaboration with U.S. firms for the **manufacture and marketing of mosaic tiles and cement piping.** Write: Consultant, 241 Village Dr., Ames, Iowa 50010. P-73691.

3550 — SWITZERLAND — Well-established manufacturer of screen printing machinery seeks licenses to manufacture advanced **screen printing equipment and apparatus or materials** used in screen printing (film, dies, etc.) for industrial applications. Manufactures lighted luminous displays and custom screen printing equipment in French-speaking Switzerland and distributes throughout country with occasional exports. *Screen Printing Magazine* featured company's custom screen printing jobs. Jean-Paul Junod, manager, Luxar S.A., P.O. Box 1800, Vevey 1, Switzerland. WTDR. P-73687.

6552—CYPRUS—Real Estate developer would like to co-operate with U.S. investors interested in **beach development, housing and recreational projects.** Write: Consultant, 241 Village Drive, Ames, Iowa 50010. P-73692.

Hong Kong Unit's American Offices Aid U.S. Investors

Hong Kong's Trade Development Council maintains offices in New York, Chicago and San Francisco to help U.S. firms interested in investment, licensing and trade in the Colony. The offices can furnish potential investors with pertinent data on such areas as labor, land and building costs, taxes, and infrastructure facilities. Information is also available on a wide range of industries which have the potential for further development through foreign investment.

The Council is organizing a Nov. 25-30 investment mission to show prospective investors the advantages of Hong Kong and allow participants to follow-up on individual projects. Further details are available from: Francis Lo, Representative, Hong Kong Trade Development Council, 548 Fifth Ave., New York, N.Y. 10036, (212-582-6610).

Indian Investment Office Assists U.S. Businessmen

The Indian Investment Centre in New York invites U.S. businessmen to avail themselves of its services. An independent, non-profit agency, the Centre informs, advises and assists companies interested in joint ventures and licensing agreements with Indian firms.

IIC officials work closely with top executives of U.S. corporations and banks, trade associations, and chambers of commerce in key business centers. IIC-U.S. advisory committees have been established in New York, Philadelphia, Pittsburgh, Boston, Cleveland, Chicago, Detroit, Los Angeles and San Francisco.

The Centre's services are tailored to meet the specific needs of the companies it assists. In addition to providing information on investment conditions and opportunities, the IIC staff can answer questions on laws, policies and procedures

The Centre maintains an inventory of brochures describing briefly the prospects for investments in a variety of products, machinery. Also available are booklets and papers on industrial policy and licensing, tax incentives, royalty ranges, investment guarantees, and financial institutions.

For additional information write: D. W. Telang, Resident Director, Indian Investment Centre, 708 Third Ave., New York, N.Y. 10017.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, Foreign Investment Services Staff, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, Export Information Division, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Food preparations

20220, 20923, 20924 — FRANCE — Fresh packaged fish, other seafood; frozen packaged fish; frozen packaged shellfish, other seafood including soup. L. J. Cohen, Gen. Mgr. (D, I), Societe Generale des Viandes "Sogeviandes-Sogepeche," 55 Ave. Kleber, 75116 Paris.

Canning, preserving foods

20310 — SOUTH AFRICA — Canned chum (pink) salmon: initial order 1000 cartons each containing 48 cans of 200 grams weight. Requests prices c.i.f. Durban including 5% commission. Required for resale to large firm of ship chandlers. Size of letters on labels minimum 5 mms. Mill Agents S.A. (Pty.) Ltd. (A), P.O. Box 3161, Cape Town, Cape Province.

Yarn, thread mills, products

22814 — BRAZIL — Polyester viscose spin weaving yarn English system gauge 30/2 and metric gauge 2/50 (slight gauge variations admissible)—maximum total for own use: 10 m.t. However, may later also import for resale seeing advantages due to reduction of Brazilian customs duties. Requests urgently prices, credit and delivery terms, samples. Lanificio Kenia Ltda. (M), Rua Senador Vergueiro 110, 09500 Sao Caetano Do Sul (SP).

22842 — IVORY COAST — Nylon netting thread, ecru, continuous filament, high tensile strength. Following specifications: 420 deniers (dtex 470); 630 deniers (dtex 700); 840 deniers (dtex 940). Requires 40-50 tons per yr. for making of knotless fishing nets. COFIPECHE—Compagnie Ivoirienne de Filets de Peche, c/o Fibako, Attn: Mr. Remy Martin (I, M), Boite Postale 306, Abidjan. Telex: 515.

Pulp mills, products

26100 — BRAZIL — White sulfite waste paper. Responses from suppliers desired soonest, including f.o.b. and c.i.f. quotations. Quote ci.f. against l/c. Buyer is large and only manufacturer of wrapping paper and toilet tissue in Amazonia. Antonio Georges Farah, Dir., Fabrica de Celulose e Papel da Amazonia S.A., Blvd. Dr. Freitas 536, Caixa Postal 407, Belem, Para. Cable Facepa; Tel. 23-3522.

Paperboard mills, products

26315 — BOLIVIA — Cardboard to manufacture shoe boxes; 180-200 tons yearly; maximum diameter 1.5 meters and maximum central 20 centimeters in different sizes (broad). One side has to be gray and the other glazed. Manufactura Boliviano S.A.—Fabrica de Calzados "Manaco" (M, I), Casilla No. 513, Cochabamba. Cable address: "Manaco, Cochabamba".

Industrial chemicals

28120 — BELGIUM — Alkalies and chlorine. Direct purchase or agency. Compagnie de Commerce & D'Entreprise S.A., Attn: Mr. Lemaire, Dept. Head (A, I, D), 66 Rue de Livourne, 1050 Brussels.

28150 — AUSTRIA — Phenol, 100 percent pureness, in barrels. Immediate requirement—200 metric tons, monthly minimum requirement—50 metric tons. Proposals for bulk deleveries invited. Linzer Glasspinnerei Franz Haider A.G. (I, M), Pragerstrasse 77, A-2000 Stockerau.

28190 — BELGIUM — Industrial inorganic chemicals. Compagnie De Commerce Et D'Entreprise S.A., Attn: Mr. Lemaire, Dept. Head (A, I, D), 66 Rue De Livourne, 1050 Brussels.

28190 — BELGIUM — Copper-chrome and copper-chrome-zirconium alloys for manufacture of resistance welding electrodes. Soudometal S.A., Mr. Jamar, Mgn. Dir. (M, A), Chaussee de Louvain 375, 1940 Woluwe-St-Etienne.

Synthetic materials

28211 — PAKISTAN — Low density polyethelene (film grade). Density ranging 0.923 to 0.931. Melting index ranging from 1.5 to 2. Requests quotation, delivery period. Estimated annual sales potential $300,000. Hussaini Sulemanjee, Partner, Chemodeals Corp. (I), Saifee Development Chambers, M. A. Jinnah Rd., Karachi.

28232 — PAKISTAN — Yarns—nylon and polyester: nylon yarn 20, 30, 40 and 70 deniers; 500,000 lbs. Polyester 45, 65 and 100 deniers; 200,000 lbs. Requests quotations, delivery period. M. Gajee, Proprietor, Gajee Corp. (I, A), G-64 Cochinwala Market, Laxmidas St., Karachi.

Drugs

28340 — ARGENTINA — Pharmaceutical preparations: fenfroporex; labrafil; mathaqualone. Farquimia S.A. (I, D), Belzu 1950, Olivos, Prov. Buenos Aires.

Agricultural chemicals

•28700 — PERU — Agricultural urea (granulated and coated), with minimum white nitrogen content of 45/46%, with no less than 1% content of biuret—175,000 m.t.; ammonium sulphate, with minimum guaranteed content of 21% of white/synthetic nitrogen (free flowing), either in sacks or in bulk—65,000 m.t.; granulated diammonic phosphate, with 18% nitrogen content, 46% of P_2O_5 and K_2O, 13,000 m.t., with 10,000 tons in bulk and 3,000 tons in sacks; calcium superphosphate, assimilable at 46% of granulated P_2O_5, either in sacks or bulk—2,000 m.t.; potassium chloride with 60/62% of K_2O either in sacks or bulk—8,000 m.t.; potassium sulphate, with 50/52% of crystallized K_2O, either in sacks or in bulk—10,000 m.t.; magnesium-potassium sulfate, with 22% of K_2O and 18% of MGO, all in bulk—2,000 m.t. Tender number not indicated. Bid deadline—as soon as possible. F.o.b. either in cash or at 180, 240 and 360 days term as of date of bill of lading. C.&f. Peruvian Port (price and freight quoted separately), for cash basis and for 180, 240 or 360 days term as of date of bill of lading, indicating that freight quotation is on "Free in Liner Discharge" condition by metric tons for product in sack. If suppliers grant terms of payment, interest rate for financing should be stated. Payments will be made through irrevocable letter of credit through Government Banco De La Nacion. Insurance charges will be covered by SENAFER, government monopoly for agricultural fertilizers. Extra supply of empty sacks (2% per shipment), free of cost is required. Bids should be submitted to Servicio Nacional De Fertilizantes (SENAFER), P.O. Box 2147, Junin 455, Lima 1. Cables: SENAFER, Attn: Ing. Augusto Gamio Palacio, Mgr. No. definite delivery schedule is indicated. Further specifications and tender documents will be available, upon receipt, from Chemicals and Rubber Program, Materials Division, Room 2128A, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-3468).

Chemical products

28914 — NORWAY—Glue for bookbinding—substitute for animal glue urgently required for use in Martini-Sheridan Perfect binding machine. Requires annually approx. 30 tons. Fabritius & Sonner A/S, Attn: Mr. G. Aanerud, Tech. Dir. (Printer & Bookbinder), Brobekkveien 80, Okern, Oslo 6.

28995 — PARAGUAY — Silicone based, non-flammable, water soluble, concentrated preparations applicable to masonry and cement walls and floors, ceramic tile roofing, etc., to impart water repellency. Also equivalent concentrated mineral spirits soluble product. Oscar Casarino (I, A), Cerro Cora 1069, Asuncion.

Steel mill products

●33100 — ECUADOR — Materials for electric power lines for the Pisayambo Electrification project: 507 m.t. of ACSR conductors and accessories and 81 m.t. of galvanized steel cable and accessories. Tender No. 4-A, bid deadline Dec. 17. Bidding is open only to U.S. firms domiciled in Canada. Instituto Ecuatoriana de Electrification, Inecel, Avenida 10 de Agosto y San Gregorio, Quito. Specifications available at above address at a cost of $200.

33131 — PHILIPPINES — Seeks regular supplier of high carbon and low carbon ferro-manganese due to expansion of its foundry facilities. Estimated requirements for 1974, 100 tons for high carbon ferro-manganese, and 15 tons of low carbon ferro-manganese divided into four quarters. Purchases will be made through confirmed irrevocable letters of credit. Atlantic Gulf & Pacific Co. of Manila, Inc. (I, M, D), 131-133 Ayala Ave., Makati, Rizal.

33132 — PHILIPPINES — Seeks regular supplier of high carbon and low carbon ferro-chrome due to expansion of its foundry facilities. Estimated requirements for 1974, 16 tons of high carbon ferro-chrome and 20 tons of low carbon ferro-chrome divided into four quarters. Purchases will be made through confirmed irrevocable letters of credit. Atlantic, Gulf, & Pacific Co. of Manila, Inc. (I, M, D), 131-133 Ayala Ave., Makati, Rizal.

33133 — PHILIPPINES — Seeks regular supplier of ferro-silicon due to expansion of its foundry facilities. Purchases will be made through confirmed irrevocable letters of credit. Atlantic, Gulf, & Pacific Co. of Manila, Inc. (I, M, D), 131-133 Ayala Ave., Makati, Rizal.

33134 — PHILIPPINES — Seeks regular supplier of ferro-molybdenum. Purchases will be made through confirmed irrevocable letters of credit. Atlantic, Gulf, & Pacific Co. of Manila, Inc. (I, M, D), 131-133 Ayala Ave., Makati, Rizal.

Rolling, drawing, extruding of nonferrous metals

33522 — INDIA — Special grade aluminum alloy plates, conforming to ASTM SB 209 alloy 5083, required for fabrication of liquid oxygen tanks. Materials to be supplied with third party certification and to be guaranteed for use at temperatures of —320 degrees F. Vijay Tanks & Vessels Pvt. Ltd. (M), Haji Adam Mansion, Homji St., Bombay 400 001. Attn: Mr. R. Ramanujam.

33572 — GERMANY — 2,000,000 meters of flexible UL strands coated with PVC or teflon, or equal. Conductor construction: AWG 26. Strand construction about 18 x 0,10. Width: about 0,14 qmm. Strand material: copper with silver coating. Temperature resistance: minus 40 degree/plus 130 degree C. Colors: white, yellow, red, blue. Required as conductor strands for small motors. Would appreciate offers with catalogs and technical data. Other widths also desirable. Requests offers in German. Gerhard Berger, Fabrik Elektrischer Messgeraete (M, I), 34 Bergstrasse, D-7630 Lahr/Schw.

Cutlery, handtools, general hardware

34231 — ITALY — Automatic electric

Special Action

Each of the following direct sales trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

14990 — BANGLADESH — Bitumen, 40,000 long tons, straight-run, needed urgently by Bangladesh government agency. Specifications: Penetration grade at 77 degree fahrenheit 10/100; specific gravity at 77 degree fahrenheit 1.00 to 1.05; softening points: 110 degree to 130 degree fahrenheit; ductility at 77 degree fahrenheit: 110; flash point not less than 450 degrees fahrenheit; loss MV heating not more than 1 percent; soluble in carbon tetra-chloride 99.90 percent; total bitumen in carbon disulphide 99.90 percent or conforming to BSS/ASTM standard, furnishing details on above points. Desires response soonest. Quotations should be on f.o.b. and C and F basis, including commission. Mr. Mosharraf Ali Khan, Gen. Mgr., Bonus Business Syndicate (BBS), 2, Eskaton Garden, Dacca-2. Cable: Rajdhani; Tel: 246638.

26495 — ITALY — Sensitized paper for resale: Heat sensitive planing paper in rolls, writing in black, for recording purposes, must not be sensitive to pressure. Presumably used in the U.S. for data processing equipment. Wishes to complement its line of products to meet competition. Mr. Paolo Dall'Ara, Technical & Commercial Mgr. and a partner of Camina, prepared to fly promptly to U.S. to negotiate a first order of 300-500 quintals of above paper for estimated value of $65,000-$100,000. Product described as having good market potential in Italy. Camina (M, D), 39044 Egna (Bolzano).

34969 — ITALY — Twenty to thirty thousand metric tons barbed wire. Barbed wire to be supplied in rolls of 25 to 35 kgs. each. Thickness 2.5 mm., 2 strand, 4 barb, distance between barbs 7-12 cm. Hot dipped, galvanized. Reasonably sized partial shipments acceptable, total delivery within 5-6 months. Quotations from at least three U.S. suppliers on C&F North African ports basis. Payment to be by irrevocable letters of credit. J. D. Patsimas, owner, J. D. Patsimas Import-Export, Via Fieno 6, 20123 Milano. Cable: Patsimas Milan, Tel: 02-866957.

36132 — ZAMBIA — Wishes to purchase directly full-range of electrical miniature circuit breakers. Requests replies as soon as possible, as stocks are low. Interested suppliers should send catalogs and price quotations to R. E. Galloway, Mng. Dir., Consolidated Lighting (Zambia) Ltd. (I, A, D), P.O. Box 1895, Kitwe, Zagta.

36626, 35742, 36622, 26411 — LIBYAN ARAB REPUBLIC — Facsimile transmitting system equipment; electronic calculating machines with and without tape; video tape: 2 inches, black and white, 2400-4800 and 7200 for 30 and 90 minutes; TV mobile transmission units; plain paper copier and plain duplicating paper. Lamkm Co. (I, A, D), Green Fountain Bldg., P.O. Box 413, Benghazi. Attn: K. Thomas, Commercial Mgr.

89110 — ITALY — Urgently seeks services of highly qualified engineering firm to study, design and possibly supervise construction of noise silencing installations for electric arc furnaces of over 120 m.t. smelting capacity, and larger. When periodically recharged, such furnaces develop high pitched whine of approx. 110 decibels, lasting from 5 to 10 min. Noise comparable to that caused by powerful jet engines at full throttle. An adaptation of proven design already in use would be preferred. Italsider S.P.A. (M), Via Corsica 4, 16128 Genoa. Offers should be addressed: Attn: Ing. Luigi Cangia—Direzione Impianti. Cable addres Italsider Genova. Telex: 27039-Italsid Genova. Phone: (010) 5999, Genoa, Italy.

screw drivers: high frequency, (300 Hertz-42 volts); 40 watt capacity; 3.616 ft. lbs. torque check. Similar to Bosch screwer model N. 2,400 with mechanical clutch, or equal. Initial order for 12. C.E.A.S., Costruzioni Elettrotelefoniche Apparecchiature Speciali, S.R.L. (M), Via Camillo Serafini 49, 00164 Roma.

Fabricated metal products

34944 — GERMANY — Metal expansion joints for resale. Firm has continuing demand for large quantities of above products, thus possibly generating considerable business. M. M. Wieland, Maschinen — Und Praezisionstechnik (Contact: Mr. K. A. Momberger) (A, I, D), Am Bahnhof 1, D-8501 Schwaig B. Nuernberg.

Construction, mining, materials handling machinery, equipment

●35300 — LIBYA — Two water well drilling rigs. Depth capacity 800 meters (plus or minus 20%). Mast or tower capacity 25 or 30 tons, equipped with mud pump which should have capacity of 15 to 25 liters per second and pressure 50 to 80 kgs. per square centimeter. Rig can be either self-propelled or towed; new or reconditioned. Elevators should be 2-7/8" and 3½". Technoexport requires units as soon as possible, preferably by beginning of 1974. Ultimate commercial possibility is for 15 rigs. Contact Peter Nikov, Project Manager, Bulgarian Technoexport project at Tripoli, Post Office Box 1177, Cable: Bulpro Tripoli.

Metalworking machinery

35484 — BELGIUM — Wheel balancers. Getracom Sprl, Mr. Monsanto, Mgr. (I, A, D), 496 C-E, Chaussee de Waterloo, 1060 Brussels.

Special industry machinery

●35500 — CYPRUS — Tenders are invited for the supply, delivery to site, erection, and testing of all machinery and equipment required for an automatic or semi-automatic plant to produce 2,000 to 3,000 common building clay bricks per hour. Bricks will be 25 PC perforated and of two sizes, 10 x 20 x 30 cms. and 15 x 20 x 30 cms. Electricity Supply should be 240/415 V 3-phase four wire 50 HZ. Tender no. not specified; bid deadline Nov. 24. Tender Committee, Evkaf Office, P.O. Box 118, Nicosia.

●35500 — KUWAIT — Construction material, heating and ventilating equipment, air conditioning, electrical machinery and woodworking and metal working machinery applicable for production of office furniture and equipment. Interested suppliers should contact Mr. Michael Zaccone, Via E. Ponti 30, 20143 Milano, Italy, or Firm Mahdi Habib & Bros., P.O. Box 138, Kuwait; Cable: Al-Mahdi.

●35500 — SWITZERLAND — Machinery to equip an entire plant for the production of plastic TV receiver housings. Initially plant should have daily production capacity of about 150 housings, manufactured from glassfiber reinforced plastics, coated with wood imitation foil and 1,000 front and back-side plates from same material. Manufacture is for one eight-hour shift per day with possibility for continuous production. Plant should include equipment for the manufacture of complicated profiles with cutouts, and items only 0.3 mm thick. Contract includes supplying replacement parts and wood imitation foil for one year after the initiation of production. Interested firms should contact: Susatronic Engineering SA, Kirchweg 10/12, 8750 Glarus, Switzerland, Attn: Mr. Weisser, or Susatronic's U.S. subsidiary, Susatronic Engineering Inc., 2121 S. Mill Ave., Suite 202, Tempe, Ariz. 85281.

35531 — GERMANY — Motor saws and accessories, saw chains. Fritz Krug (I, D, A), 56 Haupstr., 3501 Breitenbach/Schauenburg.

35540 — NORWAY — Machine to automatically insert valve of paper or plastic foil or tube in glued paper bags for holding cement, flour, granulated plastics or similar materials. Wishes purchase such machines for resale to cement industry, flour mills, etc. Fair number can be expected sold in Norway. Sandberg & Co. A/S (I, A), Nedre Vollgate 9, Oslo 1.

35595 — BOLIVIA — Machinery and equipment for making cosemetic preparations. Farmacia Lourdes (I, D, R, drug store), Casilla 291, Cochabamba.

General industrial machinery

35600 — TAIWAN — Centrifugal pump, vacuum pump, and motor pump, air compressor facility, blower, air intake equipment, refrigeration facility, and tamper for a planned acrylic fiber plant. Kung Ching Textile Co., Ltd., 62 Nanking West Rd., Taipei (102). Cable "Ramietex" Taipei, Attn: Raymond Tsai, Chief, Trading Sec. When received, specifications available on a short term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Div., BCABP-464, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5593).

●35600 — TURKEY — Five sets of ship engines and machinery: complete main engines, auxiliary machines and appurtenant equipment for five each: 154 m. length, 22.4 m. beam, 12.5 m. depth, 9.1 m. draft, 18,000 DWT, 15.5 MPH, cruising speed ore and dry bulk cargo ships: - 9000 - 9500 BHP main diesel (one per ship) - 660 - 650 BHP diesel powered 490 KVA generators (three per ship)—pumps, exchangers, compressors, etc. Tender No. not specified; bid deadline Nov. 20. Golcuk Tersanesi, Doner Sermaye Genel Mudurlugu (Golcuk Dockyards), Satinalma Komisyonu Baskanligi, Golcuk, Izmit, Turkey. Bidding specifications can be obtained in English from Modern Translation Bureau, Karanfil Sokak 49/2, Yenisehir, Ankara, for $30. Checks must accompany orders.

35699 — BELGIUM — Locking device for automobile wheels installed by police to prevent car owner from removing car prior to paying fine. Radio et Television Belge, Mr. Michel Denis (government owned radio and television broadcasting service), Blvd. Auguste Reyers 52, 1040 Brussels.

Service industry machines

35892 — SPAIN — Garbage and waste incineration plant to incinerate garbage from apartment buildings and, apparently, use electricity produced thereby to supply those apartment buildings where plant installed. Desires equipment and technical assistance for installation. Centrales Termicas de Calefaccion, S.A. (I, D), Paseo del Marques de Zafra, 38—Madrid 28.

Electrical industrial apparatus

36212 — ITALY — Power generator for simultaneous operation of 12 automatic electric screw drivers with following specifications: three-phase, 220/280 volts, output 300 hertz—42 volts. Similar to Bosch generator no. 0.165-140-201, or equal. C.E.A.S., Costruzioni Elettrotelefoniche Apparecchiature Speciali, S.R.L. (M), Via Camillo Serafini 49, 00164 Roma.

Communication equipment

●36600 — EL SALVADOR — The bid deadline on the tender for the supply of telephone cable, including coaxial cable and installation hardware, has been extended to Nov. 15. Invited by the Administracion Nacional de Telecommunicaciones (ANTEL), San Salvador. Tender documents are available for review only at the Science and Electronics Division, BCABP-466 Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

●36600 — INDIA — Supply of microwave receiving system to carry out RFI investigation, site surveys and propagation studies, should be suitable for investigations in the international band. Tender No. ES-4/220/34/004/Cell-664; bid deadline Dec. 27. Invited by the Director General of Supplies and Disposals, Parliament St., New Delhi-1. Tender documents available for RS 20 (7.5 Indian rupees equals $1) from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008. When copies of tender received they will be available from the Science and Electronics Div., BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

Motor vehicles, equipment

37141 — PAKISTAN — Spare parts of all types of Jeep model CJ-5. A. Waheed Chaudhry, Mgn. Dir., Trailer Development Corp. (formerly Jaffer Industrial Corp.) (I, M), P.O. Box 3627, B/66, Site, Karachi.

Motorcycles, bicycles, parts

37510 — JAPAN — Used motor-cycles of 'Harley-Davidson 1968-1969' and DMW R69S and R69SII and their replacement parts. Yoshihara Motors (D), 7-6 Sakae 4-Chome, Naka Ku, Nagoya 460.

Engineering, laboratory, scientific research instruments

38112 — FRANCE — Miniaturized gas and mineral analyzers. End users are mainly in construction industry. Correspondence in French. Compagnie Industrielle du Beton, S.A. (M, D), 63111 Dallet (Puyde Dome).

Instruments for measurement, analysis and control

●38200 — COLOMBIA — Design, manufacture, and supply of 50,000 electric meters for single-phase consumption measurement; 51,300 electric meters for three-phase consumption measurement; and 1,150 control clocks for rate changes and maximum demand indicators. Tender No. PD-73-15/(IDB-6); bid deadline Nov. 21. Specifications are available for 5,000 pesos ($208) first copy and

3,000 pesos each additional copy from Empresa de Energia Electrica de Bogota, Revisoria Fiscal, Ofincina 216, Calle 13 No. 37-35, Bogota. These amounts will not be refunded. Tender to be financed with a loan from the Interamerican Development Bank and is expected to total about $1 million.

38213 — UNITED KINGDOM — Dual temperature and pressure switch with set-points for engine lube oil monitoring in critical applications. Pressure range—3 to 40 p.s.i. to be set at 12 p.s.i.; temperature range—120 degrees C to 160 degrees C, to be set at 125 C. Operational tolerance plus or minus 1 lb. pressure, and 2 degrees C. Temperature sensor fitted with 1.5 meters of stainless steel armored capillary, mounted in a cast alloy can approximately 4 ins. by 3 ins., with a six pin female connector output. Unit should be capable of withstanding moderately severe vibration at 20 to 30 HZ. Mr. B. Grant, Vactric Control Equipment Ltd., Garth Rd., Morden, Surrey. Cable: Vactrol Morden. Telex: 27796; Tel: 01 337 6644.

Manufacturing industries

39999 — BELGIUM — Coin-operated (amusement) rides for small children such as are frequently found outside supermarkets. Blitha S.A., Mr. Du Roy de Blicquy, Mgr. (I, D), 37 Rue des Drapiers, 1050 Brussels.

39999 — BELGIUM — Foot operated soap dispensers—best quality only. Laboratoire Vanderma (I, A, D), 123 Ave. du Roi, 1060 Brussels.

Bolivia To Buy $5 Million Worth Of Hospital Items

The Bolivian Government's CAJA Nacional de Seguridad Social will issue tenders for about $5 million worth of hospital equipment in the near future. Dr. Hugo Grandi Vargas, Medical Director, stated that CAJA will seek bids from firms who will sell, install and help finance. If normal pattern holds, CAJA will accept bids from firms domiciled in Bolivia or Bolivian representatives of foreign firms.

Items being sought will include X-ray, sterilization, laundry, incineration, morgue, oxygen therapy, surgical, intensive therapy, physiotherapy, laboratory, diagnostic, dental equipment as well as elevators, central heating and communications systems, clocks and others. Contact is CAJA Nacional de Seguridad Social, Calle Ingavi 1086, Cajon Postal 697, La Paz.

Argentine Shipbuilding Plan Could Involve $100 Million

Empresas Lineas Maritimas Argentina S.A. has issued an international bid under number 1/73 for construction of up to 12 multipurpose cargo ships. Estimated value of transaction: $100 million.

Bidding documents can be purchased from Empresa Lineas Maritimas Argentina S.A. (ELMA SA), Departamento de Abastecimiento-Division Compras, Av. Antepuerto y Av. Maipu, Buenos Aires, for $1,000. Telex: ELMA BA-012-1587 and LINEMAR-012-1722 or 1167. Bid deadline is Nov. 22 at 3 p.m.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Agricultural chemicals

28792 — CYPRUS — Sodium orthophenylphenate in white flakes and fines or ground flakes packed in paper drums or other suitable export containers for use as a disinfectant of citrus fruit. Quote c.i.f. Cyprus. Exclusive agency and/or distributorship. Cronos General Industries Ltd. (M, I, A, D), New Road Famagusta-Nicosia, P.O. Box 299 Famagusta.

Men's, youths', boys' suits, coats, overcoats

23113 — MALAYSIA — High fashion men's wear, medium-price range. Will distribute to boutiques throughout Malaysia. Jac's Holdings (I, M, exporter), No. 9, SS 2/27, Petaling Jaya Kuala Lumpur. Attn: Albert T. S. Chua.

Women's, misses', juniors' outerwear

23351 — MALAYSIA — High fashion women's wear, medium-price range. Will distribute to boutiques throughout Malaysia. Jac's Holdings (I, M, exporter), No. 9, SS 2/27, Petaling Jaya Kuala Lumpur. Attn: Albert T. S. Chua.

Women's, misses', children's, infants' under garments

23413 — MALAYSIA — Lingerie, medium-price range. Will distribute to boutiques throughout Malaysia. Jac's Holdings (I, M, exporter), No. 9, SS 2/27, Petaling Jaya, Kuala Lumpur. Attn: Albert T. S. Chua.

Abrasive, asbestos, nonmetallic mineral products

32910 — SWITZERLAND — Rubber bonded abrasives. Willi Metzger & Co. (I, A, D), Friestr. 48, 8952 Schlieren/Zh.

Rolling, drawing, extruding of nonferrous metals

33523 — FRENCH WEST INDIES — Aluminum foil and packaging. Societe Generale D'Exploitation Commerciale (SOGECO) (R, D, A), P.O. Box 82, Pointe-A-Pitre, Guadeloupe.

Metalworking machinery

35451 — BELGIUM — Cutting machines for mecanographic documents. Franco-Belge des Machines et Appareils Enregistreurs, Mr. Lebrun, Mgr. (I, A, D), 45 Rue du Congres, 1000 Brussels.

35451 — SWITZERLAND — Tungsten and carbide tipped tools; chip collecting tools for machine tools. Willie Metzger & Co. (I, A, D), Freiestr. 48, 8952 Schlieren/Zh.

Special industry machinery

35552 — SWITZERLAND — Advanced screen printing equipment and materials for industrial applications. Luxar SA, Attn: J. P. Junod, Mgr. (M, D, A), Postfach, 1800 Vevey. WTDR 7/73.

35595 — SWITZERLAND — Materials, tools, accessories for sandblasting machinery and jobs. Willi Metzger & Co. (I, A, D), Freiestr. 48, 8952 Schlieren/Zh.

Office, computing, accounting machines

35791 — BELGIUM — Addressing machines. Franco-Belge de Machines et Appareils Enregistreurs, Mr. Lebrun, Mgr. (I, A, D), 45 Rue du Congres, 1000 Brussels.

Electronic components, accessories

36740 — GERMANY — Power semiconductors. IV-Electronic Herbert Weiskopf KG (I, D, A), 6 Frankfurt 50, Erbsengasse 27.

Transportation equipment

37993 — PORTUGAL — Self-propelled golf carts (electric and gasoline powered). Silvia-Sociedade de Maquinas e Representacoes, Lda. (I), Avenida Infante Santo 53 R/C Esq., Lisbon 3.

Instruments for measurement, control and analysis

38213 — UNITED KINGDOM — Precision pressure transducers for research in machine tool and mechanical engineering industry; precision strain gages for chemical and petrochemical construction industry, safety and stability of cooling towers and structures. Sensors required to complement line of signal conditioning equipment made under license from SKF (Germany). Potential licensee. Irvin Great Britain Ltd., Attn: J. S. Pritchard, Dir. (M, A), Electronics Div., Works Rd., Letchworth, Herts SG6 1NP.

Manufacturing industries

39999 — SWITZERLAND — Novelties suitable for sale in drugstores, stationery shops and by mail order. Distributorship arrangement. Bural Distribution SA (I, A, D), Konradstrasse 1, CH-8401 Winterthur.

Motion picture output, distribution

78130 — SWITZERLAND — W. S. Mueller, Fiechtenstr. 13, 4950 Huttwil, Switzerland, is interested in acting as exclusive sales agent for films on travel, hobbies and for entertainment. He will be in the United States in November to follow up on proposals received in response to this announcement. According to the Embassy at Bern, Mr. Mueller is an expert in audio-visual preparation and distribution, and has excellent connections with large sales and distribution agencies. He is equipped to dub German onto English language films. Interested firms should write to Mr. Mueller at the above address.

Belize To Buy 500 Treated Wooden Electrical Poles

The Caribbean Development Bank (CDB) is collecting bids on behalf of the Government of Belize for five hundred (500) treated wooden electrical poles at least 40 feet in length. Project to be financed by CDB. Potential bidders should contact Alwyn T. Wason, Industry Division, Caribbean Development Bank, P.O. Box 408, Bridgetown, Barbados, (Tel: 61152).

Future Construction Abroad

SINGAPORE—A $25 million **office complex** will be built at Raffles Place by Singapore Land. The project will consist of a 40-story tower and three basements. The ground is composed of boulder clay. Contractors specializing in construction of basements and raft foundations should contact Lau Downie & Partners, 167-B/169-B Thomson Rd., Singapore 11.

PORTUGAL — A U.S. firm has contracted with Wallace International Ltd., to begin construction of a fully-equipped **245-bed hospital** in Oporto in early 1974. Interested U.S. suppliers should contact American Medical Clinics, Inc., Suite 413, North Tower, Union Bank Sq., Orange, Calif. 92668, or Wallace International Ltd., 2102 Empire Central, Dallas, Tex. 75235.

AUSTRIA—A recently finished analysis of the structure of the **Austrian pulp and paper industry** indicates that industry plans to spend $100 million for **environmental protection** and $11.7 million for **structural changes.** Investments will center on the prevention of water and air pollution, and on noise control measures. A list of 14 companies to which interested U.S. manufacturers of environmental protection equipment can send their sales literature is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230. U.S. firms may also wish to publish information on services and equipment in *"Das Oesterreichische Papier"*, the official monthly organ of Austrian paper industrialists and the Austrian Pulp and Paper Assn. Cost of one-page ad, black-white, about $330; colored ads and enclosures possible. Interested U.S. firms can contact Dr. Max Wittig, *"Das Oesterreichische Papier"*, Gumpendorferstrasse 6, A-1061 Wien.

VIETNAM—Three new **hotel projects** in Vietnam should offer sales opportunities for U.S. suppliers of hotel equipment. They are: *Hyatt Hotel Project*—Contact J. Gerald Callahan, Jr., Project Manager, Ministry of Planning and Development, 278 Hien Vuong, Saigon. *Denis Freres/Mitsubishi Hotel*—Test borings are now being made. Construction is scheduled to start during the first quarter of 1974. Project manager is Marc Perez, general manager is Denis Freres, 147 Trinh Minh The, Saigon. *Hilton Hotel*—Promoter has just about concluded negotiations for the lease of another government-owned site. A feasibility study will then be made and form basis for the financing of the project. Adrian Wilson Assoc., project manager, 65 Mac Dinh Chi, Saigon.

NEW ZEALAND—The Managing Director, Sir Reginald Smythe, announced a multi-million dollar development for the Whakatane Board Mills Division of N.Z. Forest Products Ltd. This NZ$20 million project will involve purchase and installation of a **third paper board machine** at the firm's Whakatane plant in the Bay of Plenty, 200 miles from Auckland. Plans call for the unit to begin production by mid-1976. Information from the company's Chief Engineer indicates that tenders are being investigated. The development provides possible avenues for the use of ancillary equipment from the U.S. such as control instrumentation, flow controls and materials handling equipment. In addition, there is a prospect under consideration of a NZ$6 million additional development to the company's wallboard manufacturing division in Auckland. This will mean the purchase and installation of a third wallboard machine. Contact for N.Z. Forest Products Ltd. is Mr. Frank Kenny, Chief Engineer, New Projects, Private Bag, Tokoroa.

NORWAY—Norway's two leading chemical concerns, Norsk Hydro A/S and A/S Borregaard, have announced plans for establishment of a **petrochemical complex** to be located at Rafsnes, close to Hydro's main plant, Heroya, in Telemark County. The project is estimated at $200 million and will comprise an ethylene cracker and vinyl chloride, polyethylene, and chlorine alkali plants. Cracker capacity set for 250,000 m.t., requiring 540,000 tons natural gas liquids annually. Plans are contingent on government approval, assuming early and favorable action, invitations to bid are expected before yearend. Preliminary contact is: Jon Storaekre, Norsk Hydro A/S, Bygdoy Allee 2, Oslo 2.

CANADA—The James Bay Energy Corp., Hotel de Ville, Quebec City, which has primary responsibility for energy development in the James Bay area, invited engineering firms interested in tendering for the construction of the **main dam on the La Grande River,** known as the LG-2 Development, to visit the site to familiarize themselves with the nature, importance and geographical location of the project. This contract, which will be valued between C$100-C$150 million, will not represent a trade opportunity for U.S.-based contractors, but only individuals or corporations having their principal place of business in Canada, who will be allowed to tender on about Jan. 14. The work to be performed has the following approximate characteristics: main dam: crest elevation 590 ft.; rockfill, till core; length 9,400 ft.; height 525 ft.; volume 30 million cubic yards. Till Dikes (four): crest elevation 590 ft.; total length 4,100 ft.; height 50 ft.; total volume, 370,000 cubic yards. Upstream cofferdam: crest elevation 280 ft.; length 2,300 ft.; height 180 ft.; volume, 2,850,000 cubic yards. Downstream cofferdam: crest elevation 150 ft.; length 730 ft.; height 50 ft.; volume 140,000 cubic yards. Work on the project is expected to start in May and be completed in October 1978.

KOREA—Chung Buk **Cement Mfg. Co.** plans to double its capacity by one million metric ton/year expansion in the near future. The firm is now studying the various production processes to determine the most suitable. Director Lee stated that his firm was interested in receiving preliminary proposals from Japanese, European and U.S. suppliers and that the decision would be made soon. Possible Eximbank financing will be obtained for this project. Interested U.S. firms should contact Byung Moo Lee, Managing Director, Chung Buk Cement Mfg. Co., Rm 502 Sam Joo Bldg., 3-106, 1-ka, Doh-dong, Chung-ku (C.P.O. Box 5278, Seoul).

JAMAICA—The National Housing Corp. will construct **2,000 low-cost houses** in a two phase development. Minister of Housing Anthony Spaulding has announced that 750 units will be built in the first phase and that construction will commence early in 1974. The NHC has acquired 121 acres of land at Portmore. The site is located at the western end of Kingston Harbor. Planning and surveying are now underway. Interested U.S. suppliers of inexpensive sanitary fixtures and sewage disposal plants should contact: Wilfred Chang, general manager, National Housing Corp., c/o Ministry of Housing, 2 Hagley Park Rd., Kingston 10.

ZAIRE—GECAMINES (La Generale des Carrieres et des Mines). Blvd. de l'U.E.A.C., P.O. Box 450, Lubumbashi, plans **two new extensions to its Lubumbashi refinery.** The additions, oxygenation and nodulization plants which will increase the rate of oxidation in the converter and permit the more efficient utilization of coke, will enable the company to increase the annual production of copper at its Lubumbashi smelter from 130,000 to 160,000 metric tons. GECAMINES second development plan was submitted to the Zairian Government in June and its approval is anticipated shortly. The plan calls for the construction of a second open pit mine and a concentrator near Kolwezi as well as a low pollution flash smelting plant.

THAILAND — Field Marshal Prapass Charusathiara, Chairman of the Board of Directors, Tourist Organization of Thailand (TOT), Bangkok. disclosed that TOT's recommendation to **elevate Chiang Mai Airport to the status of an international airport** was being discussed in the Cabinet. If approved, the expansion includes the construction of an additional 1,000 meter runway, a new control tower and signal system. It is estimated that at least $10 million will have to be spent. When completed, the airport will be able to accommodate big commercial planes such as Boeing 707's and DC-8's.

South African Railways Issue Four Tenders For Equipment

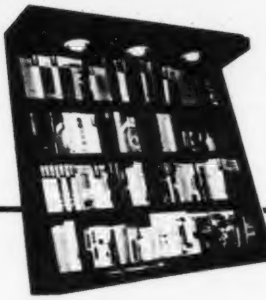
The South African Railways have issued the following four tenders, which can be ordered from the Chief Stores Supt., Melhof, 2 Melle St., Braamfontein, Johannesburg:

Tender 1020 70103—Narrow gage bogie wagons: bid deadline Jan. 4 at 9 a.m.; deposit on tender documents 30 Rands per set; drawings 40 Rands per set (non-refundable);

Tender 1020 70136—Two thousand bogie iron ore gondola wagons, type Cr-3; bid deadline Jan. 18 at 9 a.m.; tender documents deposit, 30 Rands per set; drawings 40 Rands per set (non-refundable);

Tender 1020 70139—fifty phosphoric acid bogie tank wagons, type XF-3, and 25 caustic soda bogie tank wagons, Type X-4; bid deadline Dec. 28 at 9 a.m.; tender documents deposit, 30 Rands per set; drawings 40 Rands per set (non-refundable);

Tender 1080 70202—Supply and installation of telecontrol equipment; bid deadline is Dec. 7 at 9 a.m.; tender documents deposit, 20 Rands for first set, 10 Rands per additional set; drawings available on application.



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Substitute catalysts for platinum in automobile emission control devices and petroleum refining (PB-222-167). National Materials Advisory Board (NAS-NAE), Wash., D.C. 110pp. $5.45. Assesses the technological potential of catalysts other than platinum and their effectiveness.

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Manufacturing methods of composite materials (AD-764-600). Defense Documentation Center, Alexandria, Va. 131pp. $4.50. This annotated bibilography contains 87 abstracts covering manufacturing methods of composite materials—fabrication techniques and fiber forming.

Energy conservation through effective utilization, (COM-73-10856), National Bureau of Standards, Wash., D.C. 54pp. $3.50. Shows that ineffective use of energy in buildings and industrial processes constitutes a major part of the national energy problem and discusses improvements in the use of energy.

Urban traffic control and bus priority system software manual, Sperry Rand Corp., Great Neck, N.Y. Describes the software for advanced control technology in urban traffic control systems. The system includes on-street surveillance, control elements, and a central office data processing facility. Vol. I (PB-220-867) contains the Introduction and Programming Specifications 396pp. $9. Vol. II (PB-220-868), contains the Glossary and Appendices 173pp. $6. Also available as a set for $14 (PB-220-866-SET).

Contract clause manual (PB-220-874). Civil Service Commission, St. Louis, 176pp. $6. Clauses extracted from more than 100 labor contracts negotiated by federal agencies and labor organizations concerning a wide variety of issues make up this useful manual.

A Comparative State-of-the-Art Review of Selected U.S. Technology Assessment Studies (PB-222-370). Mitre Corp., McLean, Va. 91pp. $3.75. Provides a case-study survey of how 13 different technology assessment studies have been conducted.

Engineering and Scientific Manpower: Recommendations for the Seventies (PB 222-472). National Academy of Engineering, Washington, D.C. 57pp. $3.50. Concerns itself with the underemployment of scientists and engineers in the American economy and identifies the major factors affecting their utilization.

Federal Technology Transfer (PB 222-483). George Washington University, Washington, D.C. 73pp. $3.75. Concerns a new interest in the value of technology transfer with regard to the tremendous research and development enterprise in the U.S., more than half of which has been financed by the Federal government.

Technology Transfer to a Developing Nation (PB 222-584). Illinois Institute of Technology, Chicago. 80pp. $3.75. A determination of the feasibility of transferring selected types of industrial technology to the problems of a developing nation (Korea).

Sea Grant Publications Index, 1968-72, Vol. 1. (COM-73-11209). University of Rhode Island, Narragansett, R.I. 287pp. $6.50. Lists all materials received by the National Sea Grant Depository (NSGD) through 31 January 1973.

Sea Grant Publications Index, 1968-72. Vol. 2. (COM 73-11210). 334pp. $7.25. This companion volume contains the Key-Word-In-Context. Author, Corporate, Grant Number, NTIS Service Number of documents in Volume 1 described above.

Improvement of Semiconductor Devices (AD 765-492). Motorola, Inc., Phoenix, Ariz. 84pp. $3.75. Describes the results of studies of semiconductor devices, bonding, sealing, radiation protection, burnout.

Conference Proceedings—Computer Text Processing and Scientific Research, 28-30 Nov. 1972 (AD-764-879). Smithsonian Institute, Washington, D.C. 252pp. $6.25. Contains fifteen papers concerning the theory and application of computer text processing for information retrieval.

Catalog of Federal Domestic Assistance; Magnetic Tape of Program Description Text and Coded Characteristics. 1973 (PB 222-144). Office of Management and Budget, Washington, D.C. Tape: $97.50; $122.50 foreign. This tape (9-track 800 BPI odd parity only) reflects all textual material published by GPO in the descriptions section of the Catalog of Federal Domestic Assistance 1973. There are 870 programs. A characteristics record has been included for each program (extracted and coded).

Nonlinear Programming and the Food Price Index (AD 766-094). University of Massachusetts, Amherst, Mass. 43pp. Focuses on factors involved in meal planning on institutional and household levels which may begin to use mathematical programming in the future.

The Continental Shelf Lands of the United States: Mineral Resources and the Laws Affecting Their Development, Exploitation and Investment Potential (COM-73-11340). University of North Carolina, Chapel Hill. 81pp. $3.75. An evaluation of legal factors influencing investment in ocean industries other than fishing.

Research on the Properties of Amorphous Semiconductors at High Temperatures, (AD-766 141). Energy Conversion Devices, Inc., Troy, Mich. 262pp. $6.25. Reports on the physical properties of over 460 amorphous semiconducting alloys.

Trends in the Development of Automatic Test Equipment (AD-765-739). New York University, Bronx, N.Y. 345pp. $7.25. Identifies significant trends since the middle 1950's in the design of automated testing.

Trends in the Development of Automatic Test Equipment, Executive Summary (AD 765-738). New York University, Bronx, N.Y. 31pp. An executive summary of the complete document SETE 210/106 in a companion report to the above volume.

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